



WE ARE RECRUITING FOR A

SALES CONSULTANT

Sales Consultant

Reporting to: Sales Manager

Location: in Padiham (Burnley) OR Cragg Vale (Halifax) depots

Hours: Full time

About us

As one of the fastest growing fuel service businesses in the UK, LCM Environmental provides commercial and public sector customers with a range of fuel management services to mitigate the risks associated with using and storing large volumes of fuel.

Our services cover best practice for management and monitoring of the fuel, along with testing, cleaning, polishing and removal of any redundant fuel. Licensed as both a Registered Dealer in Controlled Oils and as a Waste Permit Holder, we are leading specialists in delivering sustainable, resilient and compliant solutions.

Job Description

Your Purpose

To provide first-class sales and customer service by promoting LCM services and solutions to new and existing customers. Acting as a liaison between client and project management you'll ensure you're committed to the best possible service and communication in our field. You will promote our clear value proposition to consumers and market place.

The Key Responsibilities

- Communicate with customers in a sales environment to drive product sales and knowledge.
- Demonstrate advanced products knowledge.
- Adhere to any and all company policies and procedures.
- Make sales appointments with clients.
- Team with other employees to make sure that product/project is delivered on time.
- Generate new leads.
- Follow up with any clients leads and opportunities.
- Communicate with operation/project management associates to help them effectively deliver projects.
- Find new target markets and penetrate them to drive sales.
- Discover how to market products to new users.
- Understand how to make products appeal to consumers based on the environment and current trends.
- Use the Internet to push products to a given target market.
- Work with the marketing department to report on inbound opportunities.
- Work alongside other sales consultants to help develop product knowledge.
- Discover target markets and advantages of other companies.
- Demonstrate advanced sales knowledge.
- Always looking for new ways to make products attractive to customers.

The above list of key responsibilities is not exclusive. The successful post-holder will be expected to hold a flexible attitude as they may be required to undertake such tasks as may reasonably be expected within the scope of the post.

About You

Sales Consultant Profile:

- Excellent time-orientated skills
- Friendly
- People person
- Experience in sales
- A great standard of written and verbal communication skills
- Ability to write reports, process technical information and work to deadlines
- Ability to present
- Demonstrate knowledge in products and services

How you can apply...

To express your interest in this role and to apply please send your CV and covering letter to:

joseph.elwin@lcmenvironmental.co.uk

Further information about LCM Environmental and our services can be found at:

www.lcmenvironmental.co.uk

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