



## UK B2B SALES ADVISOR (PART TIME, 3 DAYS)

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**ROLE:** Permanent, part-time, 20-25 hours pw    **SALARY:** Up to £24,000 pro rata    **LOCATION:** Beer, Devon

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### A bit about PECO

A world-class manufacturer of model railway products, and leading publisher of magazines and books, PECO was established in 1946 and is a forward-looking family company with a long tradition of innovative thinking. Located in the picturesque village of Beer in East Devon, we produce high specification, technically superior model railway track, plastic kits, and accessories for the model railway hobby at our two manufacturing sites at Beer and Buckfastleigh. We also publish the UK's best-selling model railway magazine, the Railway Modeller. PECO has been proud to develop our manufacturing skills 'in-house' and our market-leading products and publications are distributed to businesses and retailers throughout the UK and in more than 30 countries around the world. As a company we have experienced significant growth over recent years enabling us to expand production, and we now have a team of 180 people. This is an exciting opportunity to join PECO and be part of our amazing journey.

In the UK we supply our products to around 300 retailers, all of whom acquire our products direct from us for resale through their retail stores. We have an enviable reputation in the industry for providing a high-class service to our retailers, with some very long-term relationships that have been established over many years. We also welcome new retailers to join our network of resellers and we actively seek new customers to expand our domestic network even further.

### A bit about the role

The key function of this role is to continue to maintain the excellent relationships that we have with our trade customers, providing first-class sales support to these customers and take responsibility for processing trade orders from the first point of contact through to final invoicing and despatch. You will be working alongside our small but enthusiastic and motivated team within the Sales & Exports Office and Finished Goods Stores.

*Role responsibilities will include:*

- *Liaising with customers, via phone calls and email communications, taking orders and giving sales advice, as well as identifying opportunities to increase sales as part of a collaborative experience between us and our customers.*
- *Processing trade orders, using our current Sage 200 system, generating picking lists and raising invoices and credit notes as appropriate.*
- *Giving sales support to customers, advising on products, availability, and back orders, and giving office support to our field sales team with the back-up that they need whilst visiting our trade customers.*
- *Working closely with colleagues within the sales, finance and production departments ensuring that we provide the highest-level of service to our customers.*



At the heart of the hobby.

[www.peco-uk.com](http://www.peco-uk.com)



Made in the UK



## A bit about you

At PECO we understand that our people are what makes our company successful, and we are passionate about finding the right people to join our team. As one of our UK B2B Sales Advisors you will be joining our highly motivated and enthusiastic trade sales team, helping to drive business growth, ensuring we maximise on every sales opportunity whilst also maintaining our very strong, long-term relationships that we are proud to have with our customers. We have a strong commitment to developing our team and offer full training and support to help develop you into a confident and knowledgeable PECO ambassador to the trade. Although a part-time role working 3 days per week a degree of flexibility would be desirable to meet business needs, such as holiday cover, etc.

*The right candidate will need to.*

- *Be a logical problem solver with the ability to “think on their feet” and ensure that our customer receives the very highest standard of service.*
- *Have the ability to work seamlessly as part of our team, but also to their own initiative, and demonstrate strong attention to detail.*
- *Be an effective communicator at all levels, having an excellent, polite, and confident telephone manner.*
- *Be organised, logical and efficient when managing their work.*
- *Have sales experience, preferably, but not exclusively, in the B2B environment.*
- *Ideally have experience with Sage 200 and the Microsoft suite of programmes, including Excel.*

## What we can offer

PECO is based in one of the most beautiful areas of the UK on the Devon coastline. This is a key sales role and offer a good starting salary with the opportunity for this to rise after an agreed probationary period. Other benefits include a subsidised team canteen offering a range of home-made hot and cold food. Free car parking is available on-site. Other benefits include a contributory pension scheme, team member discount in our on-site shops, and a free pass for you and your family to visit our tourist attraction Pecorama.

## At the Heart of The Hobby

The hobby of model railways is a long-standing, traditional leisure activity that has enjoyed a revival in recent times and is now recognised as one of the greatest multi-skill hobbies accessible to an incredibly wide demographic of people, throughout the UK and the rest of the world. It helps develop many skills including creative art, construction, electronics and historical research, and the end-user is passionate about their hobby. Their enthusiasm is tangible at every level! This enthusiasm extends to our retailers and indeed this passion exist within PECO too!

The successful candidate, whilst not necessarily active in the hobby themselves, will soon come to appreciate what drives us, our trade customers, and the railway modeller, ensuring that the experience is the best it can possibly be at all levels. PECO truly is at the heart of the hobby!

To find out more about PECO, please visit our website or to apply please email with your CV to [jobs@peco.co](mailto:jobs@peco.co)



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