



FIELD SALES REPRESENTATIVE – MIDLAND REGION

ROLE: Permanent, full time. **SALARY:** Negotiable, dependent on experience. **LOCATION:** Home-based.

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 role is to take responsibility for the PECO network of retailers in the Midlands region of the UK, broadly covering South Wales across to the Eastern counties, communicating news and developments from the company, and supporting our retailers to grow their business through sales. The candidate will be tasked with growing sales turnover, adopting new ideas and taking a proactive approach. This will be achieved through the following actions:

- Maintaining our excellent working relationships with existing customers, as well as having a strong focus on business development through the introduction of new outlets for our products in line with the company's criteria.
- Delivery of sales budgets as set by the company, and being accountable for the performance of the region.
- Keeping retailers updated with all relevant product development news, in association with activities generated by the Sales Office. Assisting with in-store merchandising where required.
- Supporting retailers with stock and range analysis, identifying opportunities with each retailer, collaborating in the creation of orders.
- Providing regular customer feedback and insight to the Sales Manager
- Participating in occasional retailer open days, and attending selected consumer exhibitions in the UK (this will involve some weekend working).

(This list is not exhaustive and may vary depending on business needs)



At the heart of the hobby.

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 Field Sales Representatives you will be joining our highly motivated and enthusiastic trade sales team, helping to drive business growth, ensuring we maximise every sales opportunity whilst 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.

The right candidate will need to.

- *Be a logical problem solver with the ability to “think on their feet” and ensure that our customers receive the very highest standard of service.*
- *Have the ability to be able to develop relationships with a variety of customers and businesses.*
- *Have the ability to work seamlessly as part of our team, but also to their own initiative, and demonstrate strong attention to detail, showing a high level of self-motivation and drive.*
- *Be a great communicator at all levels, having an excellent, polite, and confident telephone manner.*
- *Be organised, logical and efficient when managing their work.*
- *Have a proven track record in sales, preferably, but not exclusively, in the business to business environment, as well as adopting a growth mindset.*
- *Have some level of understanding and interest in the hobby.*
- *Ideally have experience with Sage 200 and the Microsoft suite of programmes, including Excel.*

What we can offer

A company car, laptop PC and mobile phone are provided. An attractive holiday package is offered, starting at 25 days, plus bank holidays. 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



At the heart of the hobby.

www.peco-uk.com



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