



A.R. Richards Ltd

Bensite, Warrant Road, Stoke Heath, Market Drayton, Shropshire TF9 2JJ

Sales: **01630 639 888** Accounts: **01630 659 113**

Web: www.arrichards.co.uk

Sales: info@arrichards.co.uk Accounts: accounts@arrichards.co.uk

Join Our Team as a Sales Representative

Company Overview:

A.R. Richards, located near Market Drayton in Shropshire, has been offering its services throughout Shropshire, Cheshire, Staffordshire, the Midlands, and Mid-North Wales since 1980. We have grown immensely and now provide numerous services and products to multiple industries such as agriculture, construction, and waste.

Job Description – Sales Representative:

An opportunity is available for the right candidate to join our team with an immediate start. Working closely with all relevant departments and reporting directly to the Sales Manager, you will be responsible for engaging in sales negotiations and aiming to increase sales across all A.R. Richards' products and services. Additionally, you will focus on retaining new customers and promoting all aspects of our products and services. The ideal candidate will have previous sales experience, preferably in the waste or construction industry.

Outline of Role:

- Identifying and approaching potential new customers
- Exploring additional services that can be offered to our established contracts
- Ensuring a smooth, seamless, and efficient customer experience

Qualities Required for This Role:

- Excellent communication and interpersonal skills
- Ability to build and maintain effective relationships with customers
- Capability to work in a team
- Professional approach, organization, and ability to prioritize workload
- Proactivity and ability to work under pressure
- Meeting sales targets and being computer literate
- Self-motivation and capability of working with minimal guidance

Sales Representative

Working Hours/Schedule:

Monday – Friday, 8 am – 5 pm

Salary:

Negotiable based on experience

Job Type:

Permanent, full-time position

Benefits:

- Free on-site parking
- Comprehensive induction and familiarisation training
- Continuous professional development
- Employee discount
- 28 days paid holiday (including bank holidays)
- Company pension
- Weekly bonus scheme
- Overtime hours available
- Full PPE provided along with uniform

Driving Licence:

Driving licence (essential)

Experience:

1 year of sales experience is required, particularly within the waste/construction industries. Confidence, excellent communication skills, and a resilient attitude are essential in this competitive market.