



HRN Tractors is growing, and we want YOU to be part of our success! We're a market-leading supplier in Scotland's Agriculture and Construction sectors, and we're looking for a passionate **Heavy Line Construction Sales Manager** to join our team and lead our Hyundai Construction Sector.

HRN are a forward thinking & progressive company, continually investing in our staff, training, new depots, and the future.

#### **Who We're Looking For**

We want someone that understands the construction world, knows how to build relationships and is passionate about the construction industry. In return, we will offer you long-term career development and progression, as well as the opportunity of working in a fast-paced, varied, and versatile company. Under senior management in the company, you will be challenged and targeted to reach the full potential HRN has in the construction marketplace.

#### **Roles & Responsibilities**

You'll be responsible for managing and expanding our Hyundai Construction Sector. This position will cover Scotland and will involve travelling to clients, contractors and construction and promote our extensive range of Hyundai Construction equipment.

The ideal candidate must be enthusiastic, driven and have experience of developing relationships with clients and proven track record of identifying new business opportunities to grow our market share.

## Key Responsibilities

- Managing key accounts
- Excellent negotiation skills and the ability to build and maintain new relationships
- Excellent time management, organisation and planning skills
- Prospecting for new business
- Present, promote and sell our extensive range of products
- Exceeding sales targets

## What We Offer

- A competitive salary with uncapped commission (package negotiable based on experience).
- Company car.
- Company pension.
- Laptop and mobile phone.
- Company events including experience in working shows.
- Monthly and quarterly depot and sales incentive awards.
- 29 days of annual leave, including Bank holidays.

## What You'll Need

- Sales experience.
- Strong communication and interpersonal skills.
- Ability to build and maintain client relationships.
- Understanding of market trends and competitive landscape.
- Ability to work independently and within a team.
- Full, clean UK driving licence.

If you're ready to be part of a growing and dynamic team, we'd love to hear from you!

## How to Apply

To apply, please submit a copy of your CV stating the role you are interested in, to: [careers@hrntractors.com](mailto:careers@hrntractors.com)