



Sales Advisor

Beninca Automation UK Ltd

#automationspecialists

WHO WE ARE

Benincà is one of the world's largest manufacturers of gate automation and access control equipment, we are part of the Benincà Group of companies which consists of six brands in total. Gate automation is our outstanding product, but we also specialise in gate hardware, automatic bollards and automatic doors. From headquarters in Northern Italy, Benincà Group produce high-quality products, used by professional security installers all around the world.

Benincà UK is one of thirteen branches around the world that represent the Benincà Group. From our premises in Newbury, Berkshire, we support a network of UK installers as a distribution hub for Benincà Group products and many other third-party suppliers as a one stop shop for the access automation industry.

Benincà UK has experienced substantial growth in recent years within a competitive marketplace. We have a reputation for a good product and excellent customer service.

HISTORY & TRADITION
**MADE IN
ITALY**
AMBITION & DRIVE
TEAMWORK KNOWLEDGE &
& FAMILY VALUES EXPERIENCE
**DESIGN &
INNOVATION**
QUALITY & RELIABILITY
**AUTOMATION
SPECIALISTS**



THE ROLE

Reporting to the General Manager, you will provide contact at every level in the B2B sales process, working closely with new and existing clients. A core responsibility will include sales order processing and dealing with incoming enquiries, including producing quotations, product specification and assisting with general customer support.

The full-time role is an internal position based at our offices in Newbury, Berkshire. We support career progression and for the right candidate, there will be opportunities for sales development and movement into a field-based sales role with account management responsibilities.

Whilst maintaining a smooth day-to-day running of the business, your role will offer some challenges that we expect any candidate to be able to thrive upon and complete in a detailed and professional manner.

The role is vital in supporting our customers and making sure their experience with Beninca UK is positive, securing repeat business. Everyone at Beninca UK is passionate about the incredible products we have to offer, and we thrive upon the success the company has had in recent years.

ABOUT YOU

We are looking for a professional, motivated, forward-thinking applicant to fit within and complement our small, friendly team. The ideal candidate will have a strong work ethic, must be able to demonstrate good verbal and written skills, as well as the ability to work accurately under pressure and multi-task. A polite and professional telephone manner is crucial.

The ideal candidate will have at least two years' experience in a similar role or at least an office environment. We are searching for someone looking for a new challenge with the desire to better themselves, learn new skills and help develop the business. The post requires someone who is comfortable with the sales process, has good numeracy and literacy skills and is an excellent communicator.



MAIN DUTIES AND RESPONSIBILITIES

- Sales order processing.
- Answering incoming sales calls, dealing with a variety of sales enquiries.
- Inputting incoming sales orders using Sage Line 50.
- Initiate regular contact with customers (discuss our marketing campaigns, new product information, pricing structures, general industry news, ensure customers are aware of ongoing sales initiatives and promotions.)
- Understand our pricing structure and discount policies based on account information.
- Take responsibility for regular sales research using the web to find new customers to target following direction from the General Manager or Assistant Manager.
- Pro-actively follow up sales leads / quotations to new or existing customers.
- Establish excellent relationships with all customers to maximise ongoing business opportunities.
- Follow up on all post-installation orders to capture detailed feedback on delivery, quality of products and overall installation.

PERSON SPECIFICATION

REQUIRED

- A minimum of two years' experience in a general office environment / sales role.
- Full clean UK driving license.
- General computer proficiency using standard applications.
- Good organisation, planning and administration skills.
- Self-motivated, punctual, and reliable person.
- Good written and numeracy skills including a professional telephone manner.
- Ability to show initiative in developing the role and to work with little supervision.
- Ability to work flexibly in a small team, building strong day-to-day relationships with colleagues.
- A passion to learn new skills and gain product knowledge.

DESIRED, BUT NOT ESSENTIAL

- Experience using Sage Line 50 or similar Sage products.
- Experience in selling gate automation, access control or other products associated with security or automated access solutions.

SALARY

Negotiable, starting at £25,000

LOCATION

Newbury, Berkshire

JOB TYPE

Permanent, full time

REPORTING TO

General Manager

HOURS

Monday - Friday,
8:30am – 5pm,
(40hrs per week)

BENEFITS

Company pension





Join our team

We have a fun and friendly team who are focussed on delivering excellent customer service. We go the extra mile to ensure every interaction with a customer is positive. Team fit is very important to us, we work hard to enjoy what we do and we succeed together as one. Are you the right candidate to join our team?

CAREER PROGRESSION

We will nurture and develop your skills, to help you thrive within your role with clear progression within the company.

GREAT WORKING ENVIRONMENT

Everyone is welcome and has a voice, you become part of the Benincà family.

BE PART OF A DYNAMIC TEAM

Everyone at Benincà is valued and we celebrate and mark our success, based on a team effort.

BENINCA
TECHNOLOGY TO OPEN



Next steps..

HOW TO APPLY

Please send your Curriculum Vitae along with a covering letter via email to the General Manager, Jamie Berry at jamie@beninca.co.uk.

The first interviews will be held at our premises in Newbury, Berkshire where we will shortlist a number of candidates to invite back for an informal second interview where candidates will be given the opportunity to look around the premises and meet the team.



Beninca UK Ltd, Unit 4 Nexus Park, Plenty Close, Newbury, Berkshire, RG14 5RL

beninca.co.uk

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