

## **Sales Manager (Northampton)**

**Location:** Northampton

**Salary:** £25'000 + uncapped bonus

**Job Type:** Permanent, Full-Time

### **The Role**

With a new exciting opportunity available, the UK's leading Fitness Equipment Specialist is looking to recruit a Sales Manager to be based within our Northampton Head Office.

The appointed Sales Manager will have day-to-day responsibility for the running of a small B2C sales department and ensuring that Sales Advisors meet their monthly targets. In addition to managing the sales team, the role involves giving advice and selling high quality fitness equipment primarily for home use, both face-to-face and occasionally over the phone when customers call the Northampton store directly.

In addition to the above B2C role, the Sales Manager will also have full responsibility for the 3,000 sqft commercial showroom (by appointment only) and developing B2B channel sales, including selling our own brands wholesale and exploring "end user" commercial markets, such as cross fit studios, corporate gyms, personal training studios, hotels and government bodies, etc. A separate marketing budget and additional bonus scheme will be offered to grow these new sales channels.

The successful applicant will have an interest in fitness, sales experience, be articulate, a great communicator, confident and competitive in nature, and highly motivated to earn sales bonuses.

Preference may also be given (but not essential) to applicants who hold a sports science/personal training/gym instructor qualification or similar. Product and sales training will be provided and excellence is recognised and rewarded with uncapped bonuses (expected to be circa £4-15K per annum on top of basic salary).

It is a targeted environment where "sales driven", good natured individuals excel.

### **Desirable Skills**

- Computer literate (e.g. confident with Microsoft Office programmes)
- Minimum 12 months' experience in a direct sales environment or B2B sales environment
- Keen interest in health and well-being would be an advantage, but not essential
- Competitive and target-driven
- Minimum 2 years sales and/or retail management experience

### **About Fitness Superstore**

Now in its 21st year, Fitness Superstore is a successful retail and distribution business selling through 9 stores, telephone, catalogue and website - with an annual turnover in excess of £28m. It is a destination store business where customers travel to see and try a huge range of fitness equipment under one roof, in large impressive showrooms (the largest in the UK). As an industry leading specialist they pride themselves on giving excellent advice, meeting every customer's needs and exceeding their expectations.

### **To Apply**

Please send your CV and covering letter to [malcolm.faber@fitness-superstore.co.uk](mailto:malcolm.faber@fitness-superstore.co.uk).