

# HIRE SALES SUPERVISOR

## JOB DESCRIPTION

JOB INFORMATION	
Job Title	Hire Sales Supervisor
Business	Hirebase
Working Hours	Mon to Fri 7.30 to 5pm alternate Sat 8-12
Reporting To	Branch Manager (Buildbase)

JOB SUMMARY
<ul style="list-style-type: none"><li>■ Responsible for identifying and increasing sales and hire opportunities, including developing new hire business within the existing buildbase account ledger, whilst growing the overall ledger of customers at the branch enhancing the one stop shop offering to customers. Primary focus is for hire sales, along with an expectation to assist with cross brand sales and opportunities.</li><li>■ Maintain and grow a sustainable mix of customers to enhance the branch utilisation of the company plant and small tools for own hire and re hire.</li><li>■ The main point of contact for all hire enquires within the branch whilst working closely with the buildbase manager and internal sales team to grow the penetration of customers spend with hire.</li><li>■ Provide a first-class professional customer service to all customers.</li><li>■ Proactively engage with customers face to face at the branch as well as contacting the branch ledger via telephone to promote the Hirebase services available. Ensure all quotations are followed up proactively and promptly chasing all opportunities.</li><li>■ Ensure all fleet is accounted for and is in a serviced order for rehire. Where possible smaller kit to be tested at the holding location or dispatched to the local fitter for service and return.</li><li>■ Responsible for the Hirebase P&amp;L at the branch ensuring operational sales and margin budgets are exceeded.</li><li>■ Be resourceful at creating solutions to making the hire happen for the end user. Working closely with the Buildbase transport manager to offer same day/next day service for hire sales wherever possible.</li><li>■ To implement at all times the company H&amp;S policies working safely and responsibly with the branch staff in all departments.</li><li>■ Ensuring all operational standards are followed and implemented to the audit requirement for hire sales</li></ul>

## TASKS & ACTIVITIES

- Full Driving Licence
- Motivated, enthusiastic can-do attitude, & well organised.
- Works well with in a team as well as alone.
- Exceptional customer service skills.
- Experienced at growing customer relationships and maintaining them.
- A sale's driven individual to aspire to exceeding sales targets and KPI's.
- Commercially aware.
- Previous experience in sales environments with the ability to identify new sales opportunities and negotiation terms with customers.
- Ability to work in a busy environment and multitask to create solutions.

## SKILLS & EXPERIENCE

### Essential:

- Full Driving Licence
- Motivated, enthusiastic can-do attitude, & well organised.
- Works well with in a team as well as alone.
- Exceptional customer service skills.
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- Ability to work in a busy environment and multitask to create solutions.

### Desirable:

- Experience in the hire/merchant industry.
- Previous experience of people management/team building.

# OUR VALUES



We have the  
know-how



We get  
stuck in



We stand  
together



We get  
it done

## **WE HAVE THE KNOW-HOW**



Our customers rely on us to understand their trade, so we work hard to make sure we know our stuff.

We train our teams to be the best they can be, to build on their skills and to share their knowledge.

## **WE GET STUCK IN**



This is a “roll your sleeves up” business.

We are all willing to muck in and get our hands dirty to make Buildbase brilliant.

Everyone in Buildbase has a can-do attitude and we take pride in everything we do.

## **WE STAND TOGETHER**



Buildbase is one family

We work together across teams, look out for each other and our number one priority is to make sure everyone goes home safe.

No matter what their background, we respect each other and value everyone’s contribution.

Our people are proud of the part they play in their local communities and we all do our bit to protect the environment and support charities large and small.

## **WE GET IT DONE**



Through the resilience and determination of our people we deliver on our promises and that’s why our customers trust us to get the job done.

We will always go the extra mile to make sure we are brilliant at what we do, whether we are based in branch, in the office or on the road.