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## We're hiring!

### **Regional Sales Manager – Midlands & South West**

**Company:** Boughton Engineering Ltd.

**Location:** Midlands & South West

**Salary:** Attractive, OTE Uncapped

**Benefits:** Company Car, Company Phone & Laptop/Tablet

#### **About Us**

Boughton Engineering Ltd. is a leading name in the design and manufacture of waste handling equipment and commercial vehicle solutions. Boughton is part of Skan Group Holdings Ltd, a family owned business and as we continue to expand, we are seeking a dynamic and results-driven Regional Sales Manager to join our growing team, covering the Midlands and South West region.

#### **About the Role:**

Reporting directly to the National Sales Manager, this is an excellent opportunity to play a key role in driving the growth of our business in these regions.

As the Regional Sales Manager, you will be responsible for both new business generation and the management of existing accounts. This involves managing the full sales cycle, including quotations, order processing, and providing strong after-sales support. You will have the opportunity to contribute to the setting of annual sales targets and will be a vital part of our dynamic sales team.

#### **Key Responsibilities:**

- Reporting directly to the National Sales Manager.
- Contribute to the development of the annual sales target.
- Drive new business generation in the Midlands and South West.
- Manage and maintain relationships with current customers, utilising CRM effectively.
- Oversee the quotation process and ensure accurate sales order processing.
- Manage the commercial life cycle of orders and provide strong after sales support.

#### **Candidate Requirements:**

- Proven experience in field sales.
- Self-disciplined and self-motivated with a strong work ethic.
- Energetic, with the ability to work independently and as part of a team.
- Excellent at building relationships with customers and stakeholders.
- Strong interpersonal skills
- Ability to identify, measure, and report on market trends.
- Strong territory management and presentation skills.
- Willingness to travel within the assigned region, including overnight stays.
- Knowledge of the Waste Industry or Commercial Vehicle sector is advantageous but not essential.
- Computer literate, with proficiency in using CRM systems and other sales tools and advantage.
- GCSE's to include Maths and English.

#### **Package Includes:**

- Remuneration attractive. OTE uncapped.
- Company Car
- Company Phone and Laptop/Tablet.
- Pension
- DIS
- Training and Continuing Personal Development fully supported.

Registered Office:  
Skan House 425-433, Stratford Road  
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A Skan Group Company

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