



External Sales Representative

**Location: Gelderd Trading Estate, West Vale, Brown Lane West, Leeds
LS12 6BD**

Salary: Dependant on Experience

Job Type: Full-time 40 hours per week, permanent contract

TLA Distribution Ltd are a national provider of electrical components to the Electrical Engineering Industry including Panel Builders, Switchgear manufacture, System Integrators and Machine manufacturers. With a strong emphasis and reputation built on excellent service.

As a well-established diverse business and an ever-growing company with over 90 employees across 5 branches throughout the UK, we are now seeking an External Sales Representative to support our team of dedicated, knowledgeable staff working from our Leeds Branch.

About the job

This is an exciting opportunity to join a successful and expanding branch, where you will play an instrumental role in looking after existing customers, developing the customer base and increasing sales revenue by seeking new opportunities and growing the business.

The role will suit someone with an outgoing and personable personality with a passion and drive to build a long-term career

The role will involve;

- Customer Visits
- Understanding customer requirements
- offering product guidance
- Working alongside a team of great people with a wide variety of industry experience

Skills That Will Set You Up For Success

Ideally you will have experience of working in a highly competitive customer focused role where you are comfortable working towards and exceeding sales targets

A team player who takes the initiative on developing ideas for the business through face to face and phone-based relationships, becoming the subject matter expert for your customers.



A flexible approach and an ability to work under pressure whilst identifying business opportunities.

What TLA can offer;

- Full time role Monday to Friday 8am – 5pm
- Salary: dependent on experience
- Overtime available but not compulsory
- Company Pension
- Employee Ownership trust EOT TAX FREE BONUS on qualification
- Be a stakeholder in the business
- Other bonus potential possible

What is EOT?

As all employees get an indirect stake in the company on qualification, there are substantial benefits associated with being owned by an EOT, such as:

- Greater employee engagement and commitment.
- Reduced absenteeism.
- Greater drive for improvement.
- Improved business performance.

For an informal chat about the role, please email Andy Wylie (andy@tlauk.net)

If you would like to join us at TLA Distribution Ltd please send your CV and covering letter, including details of your current salary to:

HR Department
63-69 Moorbridge Road
Bingham
Nottinghamshire
NG13 8GG

Or email: jobs@tlauk.net or nadine.ashmore@tlauk.net

Interview Date: Ongoing

We reserve the right to close this vacancy early if we receive sufficient applications for the role. Therefore, if you are interested, please submit your application as early as possible.

We are an equal opportunity employer. we celebrate diversity and are committed to building an inclusive environment for all employees. when submitting your



details, please let us know if you require any support or reasonable adjustments during the interview process.