



clever light solutions

Sales and Purchasing Executive

Forge has exciting plans for 2021. We are really good at designing and making a huge variety of cutting edge LED products. We're looking for someone with a 'can-do' attitude who is well-organised and commercially focussed to be a full-time Sales and Purchasing Executive.

Are you a commercially focussed professional, with an ability to develop successful long-term customer relationships? Are you tenacious and up for the challenge of seeking, tracking and closing major sales opportunities? Could you take on project planning to manage specific custom product builds and a supporting supply chain?

Forge is a market leader in custom LED lighting, a previous Queen's Award Winner for outstanding innovation, experienced (we've been successfully adapting to changing markets for over 27 years) and located on the edge of the stunning Lake District.

This is a full-time permanent office-based role (37 hours, Mon-Fri) in Ulverston.

If you think you've got the skills to make a positive difference, we'd love to hear from you.

The Role

You'll be responsible for;

- Developing and managing key customer accounts from order receipt to order fulfilment
- Selling our products to business customers, primarily via the telephone
- Championing key opportunities across the business in line with customer expectations
- Understanding our technical product range and matching this to customer needs
- Reporting and managing key sales opportunities
- Some production planning including negotiating and liaising with suppliers
- Sourcing and purchasing parts to make Bills of Materials
- Data analysis to actively manage supplier performance

Forge Europa Limited
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Registered in England No. 2902591



We want someone who is;

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- An excellent communicator – who can sell at all levels and can close a sale efficiently
- Experienced in a technical or B2B sales environment
- Able to learn and develop a strong understanding of our technical products
- Has a good degree or a compelling story as to why not?
- Clever, curious and analytical — a commercial thinker, driven by results
- Enthusiastic with good people and teamwork skills and the ability to work well under pressure
- Good at presenting to colleagues and customers alike
- Very competent in IT skills
- Flexible in approach
- A problem solver, who is self-motivated with a 'can-do' attitude
- Organised with a good eye for detail

Why Work For Us?

Based in Ulverston in the South Lakes, you'll be a key part of our commercial team, reporting to our Commercial Office Manager.

Benefits include:

- Competitive salary based on experience and qualifications
- Profit Share Scheme
- Workplace Pension Scheme
- Flexible Working Arrangements
- Free on-site parking and close links to public transport

As part of our commercial team, you can influence business and see your work come to fruition from initial customer contact to product delivery. In addition to a rewarding career with a highly respected and long-established company our location offers the best of life/work balance as you can walk straight out of work and into the Lake District and enjoy life in a vibrant market town.

Please visit www.forge.co.uk or contact jobs@forge.co.uk or phone 01229 580000 for further information.

To Apply

We are looking to recruit as soon as possible. Please send your CV together with a covering letter outlining your current salary (if applicable) and explaining why you think you are just the person for this role.

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