

Sales Development Programme

4 Years Duration

At Routeco we invest in our people and through our development programme we will help you achieve your goals, develop your skills and ensure that you progress in the industry, providing the training - and of course the support you need.

We pride ourselves on connecting customers to the very best industrial control and automation products, services and solutions.

Our Sales team are at the forefront of building relations with new and current customers, working closely with supplier contacts as well as our product specialists to really meet the requirements of the customer.

Who is it for?

If you are looking to move into an external sales role, develop your sales skills and really get to understand the customer's needs and provide them with the right solutions our Sales Development Programme will be the right choice for you.



Benefits to you, Routeco and Sonepar

- Develop a greater understanding of our product, supplier portfolio and customer segmentation.
- Succession opportunities to become an External Sales Engineer Understanding the Customer needs
- Develop confidence in collaboration and business meetings
- Provide growth to our business and solutions to our customers.

To be considered for the programme you must have

- Curiosity and the ability to listen effectively to customer needs
- Confidence in interacting with people at all levels
- Desire to help people and look for continuous improvements
- Lots of enthusiasm to learn and develop knowledge
- Some knowledge of our industry and our products
- Enjoys dealing with people, creating and maintaining relationships
- If you have previously worked in an engineering environment that would be advantageous.

Years 1 -2

Attend day release to complete ONC / BTEC Level 3 Electrical Engineering 1 day per week to go on sales visits with sales teams. Supporting branch functions and completing proactive sales project. To give technical updates to Branch



Years 3 -4

Given small sales ledger of circa £1m. Number of joint visits with other external sales and PSS resource to be managed over three months. 2 days per week supporting branch functions and completing proactive sales



Development During the Programme

Regional Sales Manager as Mentor, Attend Monthly RA conference calls, Rockwell and Sales eLearning, CRM training, Sales Training, Account management, Live Prospecting, Negotiation, Key Account Management, Professional Sales Skills, Capability training, Presentation skills, Sales Training via eLearning, Product training

Own your Expertise

We're Routecco

Powered By Difference