

Solicare International

Details/Requirements/Specifications for the Position of: REGIONAL SALES AGENT

HAVE YOU EVER THOUGHT OF A CAREER AS A MAIN SALES AGENT REPRESENTING A REPUTABLE UK COMPANY IN A REGION OR COUNTRY? ARE YOU HONEST & RELIABLE? DO YOU HAVE SALES EXPERIENCE AND KNOWLEDGE OF HOW TO BUILD A GOOD BUSINESS AIMED AT DELIVERING QUALITY SERVICES TO SPECIFIC BUYERS/MARKETS? WOULD YOU LIKE TOP COMMISSION FOR EACH ACHIEVED SALE, ABILITY TO DEVELOP YOUR OWN BUSINESS & SALES TEAM, WITH SUPPORT FROM A UK ADVISOR/MANAGER? INTERESTED IN POTENTIALLY ACCESSING QUALITY TRAINING AND DEVELOPMENT OPPORTUNITIES AS A SENIOR MEMBER OF A UK ORGANISATION?

WE AIM TO BECOME MARKET LEADERS IN THE SALE OF AFFORDABLE AND GOOD QUALITY RECONDITIONED MACHINES FOR USE IN CONSTRUCTION, AGRICULTURE AND MANUFACTURING INDUSTRIES. So far, we have achieved a great success in promoting our stock and services across many regions throughout the Middle East. Our continued plans for growth and expansion have created the following exciting role.

Job Title: Regional Sales Agent

Job Reference: RSA6528162/Agent

Job Location/Type: countries in the Middle East. Each agent is responsible for at least half or one country per designated region. This is a permanent position for a successful and confident individual (subject to the on-going achievements of quarterly targets and the on-going development of a healthy business in the agent's designated region)

Process for becoming a Solicare Regional Agent: After initial negotiations and agreements with each potential regional agent, he/she will be asked to start by completing the Solicare Agent's Initial Enquiry Form. This form must be completed fully (together with a copy of the regional agent's CV) then forwarded to Solicare International in the UK, via enquiries@solicare.co.uk. If the application is accepted, a contract will be produced to outline the Agent's and Solicare's responsibilities. Once the contract is signed and returned to the UK, the regional agent will then be given permission to proceed in his role as a representative of Solicare in an agreed region and will be issued with an ID/business cards.

Strategies for Expanding Sales by Employing own Team of Sub-Agents: the Regional Agent may help increase the level of his/her sales and business development within a region by employing own team of Sub-Agents. It is recommended that these sub-agents do also initially go through the same process of submitting their full detail/CV to Solicare International in the UK, after being carefully vetted by the regional agent. Please note- the agent will fully administer the commission paid for each sub-agent. **He/she will pay the sub-agent a minimum commission on each sale, of not less than 40%. This commission is paid from the regional sales agent's total achieved commission and immediately after being paid from the UK.** This is a strategy to be used by each regional agent to help promote own sales/business expansion within a designated region.

Commission & Target Earnings: It is expected that a regional sales agent could achieve an annual returns from sales by way of commission, which may exceed £60,000.

Solicare International (in partnership with Global Ventures Consortium) aim to apply a fair and just commission bases for all its partners and agents. We produce a regular list which will outline the commission to be achieved on the sale of each item/amount (available on request from Solicare International in the UK).

From our regularly produced commissions list, you will note that we share our profits by giving the agent an equal share to that we account for ourselves and partners (i.e. 33% from the total commission achieved by each sale). This is to enable the regional sales agents to start adequate businesses with expanding potential and that they will continue delivering a high quality service to customers in their regions, hence able to build a good reputation in their market. It is also to enable regional sales agents operate in ways similar to those of running own business within their designated regions

Commissions are calculated at the end of each period (quarterly) and when all transactions for that period are completed. We will then arrange for the agent's commission to be electronically transferred to his/her preferred account in the UK or abroad.

| KEY RESULTS AREAS FOR ACHEIVEMENT BY A REGIONAL SALES AGENT: |
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| · Achieve quarterly revenue forecasts and profit targets. |
| · Maintain and enhance relationships and service to existing customers, and develop new/potential customers in the construction, agriculture and manufacturing industries |
| · Promote the Solicare International Brand, Reputation and Stock at all times. |
| · Visit sites, meet customers, assess requirements and recommend stocks/services from Solicare Int. |
| · Generate and receive enquiries for stock, assist buyers to submit quotations, negotiate sales and secure on-going businesses. |
| · Ensure the efficient operation of the business and your chosen sub-agents within the region. |
| · Liaison with Purchasing Manager(s) for potential sales & services from Solicare Int. in the UK. |
| · Implement and adhere to Solicare procedures and provide correct/quality information to customers. |
| · Promote sales as within published catalogues and enquire about suitable steps from HQ in UK. |
| · Liaison with Sub-Agent for ensuring effective and efficient business practices and development. |
| · Regular and timely communication with Line Manager and Head of Operations in the UK, as well as with other regional agents in your country/middle east |
| · Monitor sales performance through targets, objectives, call reports and weekly plans. |
| · Provide regular coaching and development to your chosen Sub-Agents/Sales Team. |
| · Participate in the promotion and marketing of the company's |

OTHER REQUIREMENTS:

- Prepare monthly reports, sales forecasts and competitive market reviews.
- Work closely with Agents' staff to maximize business opportunities for the company and provide efficient customer service.
- Any other duties considered essential for effective operations and services.

PERSON SPECIFICATION:

- Able to work in demanding conditions and run own business including marketing/research/etc.
- Mature outlook and able to deal/communicate at all levels of organizations.
- Experience in customer service delivery, and customer relations affairs in the Middle East.
- Numerate, computer literate, understands sales, marketing, legal & import procedures.
- Broad knowledge of construction/manufacturing equipment or mechanical engineering.
- Excellent communication skills with a reasonable command in the English language
- Strong negotiation skills and knowledge of sales procedures/contracts.
- Positive and confident outlook, able to help and support all involved to smooth business transactions .
- Self motivated, self starter.
- Access to Internet, Mobile and Tel/Fax (with current e-mail address)
- Prepared to work and travel anywhere within own region as and when required.



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