

## **Job Descriptions**

### **Business Development Manager – National & Key Accounts**

Impact Handling is looking for an ambitious Business Development Manager to drive new business growth across national and key accounts within the material handling and forklift sector. This role focuses on identifying opportunities, winning new customers, and building strong account development plans through structured prospecting, professional proposals, and innovative customer-focused solutions. You'll manage the full sales cycle, from lead generation and tender submissions to follow-up and feedback, while delivering a first-class customer experience and achieving agreed sales targets in a fast-moving, performance-driven environment.

### **Area Sales Manager – Materials Handling**

Impact Handling is recruiting an experienced Area Sales Manager to drive sales growth across a defined territory, working with small to medium forklift and materials handling customers. This role focuses on delivering strong sales performance across contract hire, cash, lease, buyback-rehire, and related forklift products and services. You'll build market presence, collaborate closely with key accounts, telesales, and short-term rental teams, and consistently deliver a high-quality customer experience, all while operating in line with Impact Handling's values and contributing positively to overall team and business performance.

### **Field Service Engineer – Materials Handling**

Impact Handling is actively recruiting a skilled Field Service Engineer to support customers within a busy service area, maintaining and repairing material handling and forklift equipment. This hands-on role involves diagnosing faults, carrying out planned servicing and emergency repairs, and working independently on customer sites to keep equipment operating safely and efficiently. Ideal candidates will have experience with mechanical, electrical, and hydraulic systems, a strong customer-focused approach, and the ability to communicate clearly while delivering reliable, high-quality service in line with Impact Handling's safety standards and values.