



We're looking for:

A talented individual to develop and grow new and current customers in our export markets. The Internal Sales will be responsible for working with all areas of the business to maximise the distribution of the BGA brand. The successful candidate must possess a hands-on attitude in regards to problem solving and show a willingness to learn at speed.

INTERNAL SALES
AUTOMOTIVE AFTERMARKET JOB ROLE.

www.bgautomotive.co.uk





OUR MISSION: Bringing the Automotive Aftermarket an affordable alternative that meets, and in some cases exceeds the quality of Original Equipment.

WHO IS BGA?

BG Automotive (BGA) is the aftermarket division of the British Gaskets Group (4BG); a leading original equipment Gasket and Engine Component manufacturer formed in 1929.

Together, BGA and the 4BG Group consist of 10 factories producing more than 28 million items annually for a range of industries. Meeting OE standards, our factories manufacture our products to the highest quality and have been doing so for more than 85 years.

With over 95% of our range in stock and contained in our 100,000m² distribution center, we can offer same-day dispatch anywhere around the globe and offer a full package, pallet and container service depending on our customers' needs.

As a business, we pride ourselves on providing superior products combined with a quality service both in the UK and abroad. Our approach is highly focused on customer satisfaction, ensuring our relationships continue to blossom in the ever-growing international automotive aftermarket.

BGA AS AN EMPLOYER

BGA offers employees a healthy balance between professional and personal aims.

We appreciate work and encourage staff to always contribute with ideas and suggestions that will deliver results.

Working for BGA will invite you to take on and enjoy new challenges. We will provide you with a safe and comfortable working environment where you will be encouraged to express your own personal skills and strengths.

Our diverse business brings a whole range of opportunities in a number of different regions, including Product Management, Purchasing, Technical Engineering, UK and Export Sales, Finance, Customer Service, Marketing and Warehouse Operatives.

OUR PRODUCTS

We want to make sure you're passionate about what you do.

Our product range consists of:

- Auxilliary Drive
- Camtrain
- Cooling
- Crankshaft Pulleys
- Gaskets & Head Bolts
- Lubrication
- Power Steering
- Steering & Suspension
- Timing Belt Kits
- Timing Chain Kits
- Transmission



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JOB TITLE

Internal Sales

KEY RESPONSIBILITIES

- Working closely with UK and Export Sales, Product Management and Marketing to maximise the distribution of the BGA brand.
- Maximising sales opportunities through analysis and order fulfilment
- Identifying opportunities with new and existing customers to maximise sales.
- Gathering intelligence from given markets that would benefit the range development and desirability of the BGA brand.
- Providing clear and constructive feedback to the appropriate department regarding any situation which may affect sales, profit margin or the reputation of BGA in the relevant market.
- Developing strong business relationships with new and existing accounts to ensure a successful trading future in the local market.
- Answer all incoming telephone calls in a professional and competent manner.

- Respond to internal and external enquiries via email and phone.
- Understand the product and logistical offer in order to provide excellent Customer Service.
- Input orders via fax, email, over the phone and our electronic ordering system.
- Booking Export Shipments.
- Dealing with Export Documentation for customs clearance.
- Manage and update customer accounts.

ESSENTIAL SKILLS

TRAINING & EXPERIENCE:

- Experience using Word, Excel (V lookup & Pivot tables).
- Experience in Sales.
- Experience in Customer Service.

KNOWLEDGE & PERSONAL SKILLS:

- Be able to represent BGA in a professional manner.
- Fluent in English.
- Fluent in Russian and/or Ukrainian.
- Excellent communication and collaboration skills.
- Highly motivated, confident and enthusiastic
- Analytical and with a data driven mind set.
- Team working, able to build strong relationship (internally and externally).
- Exceptional time management skills.
- An ability and genuine passion to develop the business.
- Eligible to work in the UK.

DESIRABLE SKILLS

TRAINING & EXPERIENCE:

- Experience within the automotive aftermarket sector.
- Multilingual.

IS THIS ROLE OF INTEREST?

Email your cv to:
egraham@bgautomotive.co.uk
(Evelyn Graham - HR Manager)

Visit our careers page
www.bgautomotive.co.uk/careers

APPLY NOW

www.bgautomotive.co.uk





“UK based Automotive Aftermarket parts supplier BGA (BG Automotive Ltd) has been honoured with a Queen's Award for Enterprise for International Trade for the second time.

BGA is one of 220 organisations nationally to be recognised with a prestigious Queen's Award for Enterprise. Announced on the 21 April, BGA has been confirmed as a UK leader for its excellence in international trade, dominating European, Middle east, African, Asian, American and are finding business demand from countries as far as Australia for their popular, renowned aftermarket parts and components.

Employing over 200 full time staff members, BGA emerged in 1999 as the Aftermarket division of the popular 4BG Group, supplying OE Automotive parts and components to leading manufacturers across the globe.”



10+
Factories



170+
Countries



25%
Yearly Growth



40,000
Product References



30M+
Produced Annually



98%
Car parc coverage

www.bgautomotive.co.uk

