Mobility Solutions Sales Consultant – Field Based

Location: Bristol and surrounding areas
Salary: Competitive, DOE + Bonus
Contract: Full-time, Permanent

About Mobility in Motion

Mobility in Motion (MiM) is a market-leading provider of vehicle adaptations, helping people regain and maintain their independence through innovative mobility solutions.

From helping customers get in and out of their vehicles, to lifting and stowing mobility equipment or adapting vehicles so they can continue driving, MiM offers a wide range of solutions designed around individual needs and abilities.

With 94% of customers saying they would recommend MiM, the business takes pride in delivering an excellent customer experience and helping people find the right solution for their lifestyle.

The Opportunity

We are looking for a confident, customer-focused Mobility Solutions Sales Consultant to join the Customer Journey Team.

This is a field-based, consultative sales role covering Bristol, South and Central Wales, with some flexibility to support neighbouring areas during holiday periods.

You will visit customers in their own homes, at mobility stores and at car dealerships, taking the time to understand their individual requirements, demonstrate the products available and recommend the most suitable mobility solutions.

This is an opportunity to combine your communication and sales skills with products that genuinely make a difference to people's lives. You will receive comprehensive training to develop your product knowledge and technical understanding, enabling you to provide customers with clear, confident and informed recommendations.

What You'll Be Doing

- Building relationships with customers and taking the time to understand their individual needs, requirements and abilities.
- Identifying and maximising opportunities to recommend suitable vehicle adaptations and mobility solutions.
- Demonstrating the product range, explaining features and benefits and showing customers how solutions could improve their independence.
- Taking a consultative approach to customer conversations, helping customers make informed decisions.
- Presenting products confidently and professionally, responding to questions and reassuring customers throughout the process.
- Providing a positive customer experience from the initial consultation through to the recommendation of a suitable solution and closing sales at appointments.
- Contribute towards business sales objectives by achieving your individual sales expectations – the sky’s the limit!
- Representing Mobility in Motion at exhibitions, shows and other events.

About You

We are looking for someone who enjoys working with people and has the confidence to explain products, understand customer needs and recommend appropriate solutions, being results driven with the desire to succeed.

You'll ideally have:

- Experience in a customer-facing sales, retail, demonstrator or consultative role.
- Excellent communication and interpersonal skills, both written and verbal.
- The ability to understand customer requirements and identify suitable solutions.
- A confident and engaging approach to demonstrating products and explaining their benefits.
- Empathy, patience and the ability to build trust with customers.
- Good IT skills, including Microsoft Office.
- Strong organisation skills and the ability to manage your own workload while working in the field.
- A proactive, self-motivated approach and a willingness to learn.
- A clean driving licence.

You don't need to be an expert in vehicle adaptations or mobility products from day one. Full training will be provided, although you'll need to be comfortable learning technical product information and explaining it clearly to customers.

Why Join Mobility in Motion?

- Competitive salary with bonus opportunity.
- 23 days' annual leave.
- Company vehicle.
- Auto-enrolment pension scheme.
- Life insurance cover.
- Profit Related Pay.
- Employee Assistance Programme.
- Workwear provided.
- Full product and role training.

Most importantly, you'll be joining a business where the products and service you provide can have a meaningful impact on people's independence and everyday lives.

Apply Today

If you enjoy working with customers, have a natural ability to understand their needs and would like to develop your career in a consultative sales role, we'd love to hear from you.

Apply today to find out more about becoming a Mobility Solutions Sales Consultant with Mobility in Motion.