

# United Kingdom Jobs Expertini®

## Area Manager

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Company: Vp Groundforce

Location: Scotland

Category: construction-and-extraction

Groundforce Area Managers play a pivotal role not only in the level of service we offer but also in maintaining, managing and growing our customer portfolio. As an Area Manager no two days are the same. You'll spend most of your time visiting our customers wherever they're busy working to find out how we can help them, demonstrating Groundforce solutions. Covering Scotland, it's far from traditional cold calling (although we're not afraid of that), it's about nurturing and fostering relationships, developing contacts on site with customers and helping them find the most innovative and cost-efficient solutions for their needs. You'll be happy getting your hands dirty but also adaptable in your approach to the customer in front of you as it could be a senior management team one day to a site manager the next, finding yourself on construction sites or in offices and warehouses. This means rolling your sleeves up and demonstrating some of the most pioneering products and solutions in the industry, along with all the services and after-care that come with Groundforce.

**What We're Looking For**  
Experience in the Rental Market of Plant equipment  
Knowledge of the construction industry and its market is required  
Negotiation skills at all levels, good presentation skills and influencing techniques  
Proven ability to build relationships and win new business

**What We Can Offer You**  
Salary range £40,000 - £45,000 + Competitive bonus scheme  
25 days annual plus bank holidays  
Company Pension  
Company Car  
Life Assurance  
Free Tool Hire  
Training & Development Opportunities  
Save As You Earn Scheme  
Regular Discounts (eg. Samsung, Nike, Airbnb, Virgin Wines)

**A Little Bit About Us**  
Groundforce is the market-leading rental provider of excavation support systems and specialist products for the water, civil engineering, and construction industries. With a remarkable 60-year heritage, we

offer comprehensive shoring and related services. Operating under the Groundforce banner, we provide a wide range of solutions, including shoring, piling, construction training, temporary bridging, and more. Our goal is to be the convenient one-stop shop for total solutions in the construction and civil engineering industry. At Groundforce, we pride ourselves on our divisions, including Groundforce Shorco, Piletec, Mr Cropper, Stopper Specialists, Groundforce Bridge, and Groundforce Training Services. We continually invest in acquiring associated businesses to enhance our product portfolio and offer reliable and high-quality equipment for our customers. Excellence is our priority. We hold ISO 9001, 14001, and OHSAS 18001 certifications, demonstrating our commitment to quality, environmental stewardship, and safety. Join Groundforce, where we deliver exceptional support, innovative solutions, and outstanding customer service. Apply today and be part of our team that takes pride in our industry-leading position. Vp plc is an equal opportunities employer. We believe passionately that employing a diverse workforce is central to our success. We make recruiting decisions based on your experience and skills.

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