

Area Sales Manager

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Company: Chase Taylor Recruitment Ltd

Location: Birmingham

Category: sales-and-related

Chase Taylor Recruitment are currently working with a Large window and door manufacturing company who are looking to recruit an area sales manager to grow their sales in a new region. This would be an exciting opportunity for an up and coming sales professional who wants to earn excellent commission. The candidate must already have experience in sales with a background selling windows and doors into the trade sector.

The role:

- * Research and identify current opportunity areas considering service, geography, value and competition.
- * Devise strategic sales plan to capitalise on opportunities, address weaknesses and deliver growth in accordance with the long-range business plan.
- * Work closely with Marketing to ensure alignment between sales and marketing, ensuring maximum value is being extracted from annual marketing spend.
- * Where there are new products being released, these are to be introduced to existing Customers and used to introduce new Customers to the Business.
- * Report on all KPI requirements with the Line Manager
- * Ensure documents are controlled and that the system is regularly audited.
- * Take an active role in making business improvements

The candidate:

- * Have a details knowledge of various window and door products
- * Come from a business development/sales background within the window and door/fenestration industry

- * Be able to organise and manage own workload
- * Be forward thinking and able to identify various sales opportunities to explore
- * Excellent customer service skills
- * Full UK driving licence
- * Must currently reside in the UK

If you are an experienced Sales Manager and you would like to find out more, please click 'apply' or contact Guy at Chase Taylor Recruitment and quote reference number MM3532

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