

Area Sales Manager (Construction Products)

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Company: williams manufacturing

Location: South West England

Category: other-general

£45, to £50, DOE + Generous Uncapped Bonus Scheme + Pension + Company Credit Card
+ Lunch Allowance + Company Car + Comprehensive Employee Support Package +
Formal Training & Development Opportunities

South West

ARE YOU AN AREA SALES MANAGER COVERING THE SOUTH WEST TERRITORY WITH EXPEIRENCE SELLING INTO BUILDING MERCHANTS, SHOWROOMS OR RETAILERS/RESELLERS FOR THE CONSTRUCTION INDUSTRY?

This is a fantastic opportunity for Area Sales Managers who seek the opportunity to join a well-established manufacturer who are a brand associated with quality. They have a fantastic reputation in their industry and offer an autonomous role where you manage your own diary. They offer an unrivalled team environment with fantastic professional development opportunities.

The role would be suited to ANY sales professional with experience selling products or consumables into the trades/construction industry. Sales managers with experience selling into building merchants, independent merchants, showrooms, resellers will have a considerable advantage. Sales managers who have experience within the plumbing industry are encouraged to apply.

Covering the South West Territory, you will deliver revenue targets (turnover and growth) from a portfolio of existing accounts and new accounts. You will have core KPIs;

performance against sales targets, growth of designated accounts, retention/acquisition of customers, new product introduction/sales performance and engagement of CRM system. It is your role to accurately understand the needs of your customers and deliver high levels of customer service. You will work in collaboration with internal commercial and sales support teams to help execute a clear sales strategy. You will report on sales pipeline, portfolio revenue and sales action plans.

This is a company who truly put the customer at the heart of everything they do! Their product portfolio is vast and they are developing/launching some new cutting edge products within their industry. A truly great British manufacturer who have the production capacity to deliver on the sales team promises.

AREA SALES MANAGER

*Covering South West Territory

*Deliver revenue targets through existing accounts and new business development

*Working to core KPIs

*Managing own diary and scheduling customer visits

*Providing a high level of customer service and understanding customer needs

*Working with internal commercial and sales support teams

*Reporting on sales pipeline, portfolio revenue and sales action plans

*Proficient use of CRM system

AREA SALES MANAGER

*Any B2B sales professional with experience selling products or consumables into the trades/construction industry

*Sales managers with experience selling into building merchants, independent merchants, showrooms, resellers will have a considerable advantage

*Sales managers who have experience within the plumbing industry are encouraged to apply.

*Must be IT literate

*Driving License is required

(JOB ID)

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