

## Area Sales Manager – Flooring Products x2

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Company: Mitchell Maguire

Location: Guildford

Category: construction-and-extraction

## Area Sales Manager – Flooring Products x2

Job Title: Area Sales Manager – Carpet & Flooring x2

Industry Sector: Flooring Retailers, Retailers, Flooring Showrooms, Flooring Distributors, Retailers, Flooring Wholesalers, Flooring Stockist, High Street, DIY, Carpets, Flooring, Laminate Flooring, Wood Flooring, Tiles, Carpets, Vinyl Flooring, LVT, Carpet Tiles, Area Sales Manager, Area Sales Representative, Retail Sales Representative

Two vacancies both areas to be covered: Sussex, Surrey & small parts of Hampshire

Remuneration: £40,000 - £45,000 + up to £18,000 bonus

Benefits: hybrid or electric company car (BMW 3 series equivalent) & full benefits

The role of the Area Sales Manager – Carpet & Flooring will involve:

\* Field sales position selling a manufactured range of carpets & flooring solutions

\* Selling to the domestic retail sector via national & independent flooring retailers, flooring showrooms, and flooring stockists

- \* Remaining smaller portion selling to / influencing flooring contractors
- \* Area capable of £1m turnover
- \* Project values can vary from £100-£5k+ depending on size and scope
- \* Inheriting anywhere between (Apply online only) accounts
- \* Will be targeted to add a new account every 2 weeks (can come from existing relationships)
- \* Attending trade shows when needed

The ideal applicant will be an Area Sales Manager – Carpet & Flooring with:

- \* Must have flooring experience
- \* Open in terms of your route to market
- \* Would consider someone working within a flooring retailer
- \* Ideally sold to have experience selling to flooring retailers
- \* Must be able to generate new business relationship
- \* Must be hungry and driven with bags of enthusiasm

Mitchell Maguire is a specialist construction field sales recruitment consultancy, dealing exclusively with construction field sales jobs, construction field sales vacancies and specification field sales positions within: Flooring Retailers, Retailers, Flooring Showrooms, Flooring Distributors, Retailers, Flooring Wholesalers, Flooring Stockist, High Street, DIY, Carpets, Flooring, Laminate Flooring, Wood Flooring, Tiles, Carpets, Vinyl Flooring, LVT,

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