

## Area Sales Manager

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Company: Saint-Gobain Weber UK & Ireland

Location: United Kingdom

Category: other-general

Area Sales Manager Are you someone who is passionate about Sales, building a sales pipeline and developing your customer base? At Weber we are looking for An Area Sales Manager to work in our team of 7 Area Sales Managers covering England and Wales. Our Area Sales Manager are known for delivering profitable growth across the range of Weber GB product ranges (primarily Renders, Tile Fixing and Flooring) through focusing on the development of contractor and distributor pull through business, alongside maintaining specifications, in line with Weber group and GB strategy. The Area Sales Manager will be a part of a growing team concentrating on 3 regions, working remotely across the Yorkshire and the Northwest of England. The Area Sales Managers work autonomously but have strong working relationships with the Specification Managers and Applications Managers as well as the other Area Sales Managers to achieve market intel, project updates and commercial success across their geographical patch. This is a fantastic time to join Weber State as the business is in a period of dynamic change so need someone willing to put an effort in to stand against the competitors, someone who can stick with the process and build a successful commercial pipeline. Weber is one of 35+ Saint-Gobain brands. Weber are formulators and manufacturers of building materials for the facade, construction mortars, flooring systems and tile fixing markets, Weber's well established product range includes monocouche renders, external wall insulation systems, tile adhesives/grouts, levelling compounds and specialist construction products. What we're looking for: A strong understanding of building material sales combined with strong business acumen and a multi-disciplined sale approach. Proactively uses tenacity and determination in selling alongside

technical competence and relationship building to successfully identify opportunities and manage the area sales activity. Strong mentality, Strong attention to detail and the ability to work under pressure and manage multiple simultaneous priorities. We need a manager of the area, to manage sales processes, the ability to self-motivate and manage their diary and client meetings, Previous experience performing sales presentations, an experienced Sales Professional within Distribution, Contractor, and Project Sales Experience of using CRM Software and Lead Generation tools What you will be doing: Make appointments with distribution and end clients, presenting to architects, specifiers, house builders and main contractors. Selling, Upselling and cross selling a wide range of products within the render, flooring, and technical mortars sector. 4 days working remotely in the Yorkshire and surrounding areas, 1 day of administration duties, updating CRM and sharing market intel with wider team. 80% of this role is Actively speaking to clients Performing CPD to Consulting Engineers, Architects. Consulting Engineers, and hands on demonstrations to customers Anticipate and adapt to customer needs and expectations and develop strong customer relationships. Actively looking to identify project opportunities and commercial growth opportunities. Are Weber and Saint-Gobain inclusive employers? Saint-Gobain is the worldwide leader in light and sustainable construction improving daily life through high-performance solutions. From wherever you are, let your unique personality and our values guide you every day to invent a more sustainable world. We understand that a diverse workplace is not only a more enjoyable place to be, but also facilitates better decision making and innovation. So, whoever you are, and whichever Saint-Gobain business you join, you can be sure of a warm welcome with us. And what about flexibility? The world of work is changing. At Saint-Gobain, we're always open to new ways of working. Everyone has different needs and commitments. We'll happily discuss any need you might have for this role: flexible hours, job-sharing, part-time working, or anything else that matters to you. We can't promise to meet every request when we're recruiting. But we do promise to listen. If you match our criteria, we will be in touch to discuss your experience and more about you as a person, we look forward to hearing from you!

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