

Assistant Branch Manager (Sales) Ascot

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Company: Lawsons Whetstone

Location: Bracknell

Category: other-general

About Lawsons

Lawsons is the UK's largest independent fencing, timber and builders' merchants and now boasts 36 branches, 700 employees and £200 million turnover, founded in 1921 and operates across London and the South East of England.

The Role

Assistant Branch Manager (Sales)

To ensure the overall success of all the functions of a branch, by effectively managing all operational activities, sales and margins, recruitment, Health & Safety and building a rapport with staff and with customers to attract new business. Responsibility for making sure that the branch meets its goals and objectives whilst meeting company deadlines.

Branch Postcode - SL5 8DG

Key Accountabilities...

To drive the counter and internal sales team to deliver sales of over one million per month.

Liaising with the Operational team to product best in class customer service.

Exceed Sales, Margins, and profit budgets whilst controlling costs as agreed

Ensure Lawsons Best Practice, Standards and Company Policies are met

Recruit, develop and motivate the individuals within your team to reach their full potential

Regularly communicate branch and company performance to the team

Undertake disciplinary and grievance procedures when required

Take overall responsibility for all administrative and auditable tasks

Contribute and communicate ideas, proposals and initiatives for improving operations and administration procedures to develop/expand the Company

Adhere to the Company's high standards of Health & Safety and Security

All aspects of day-to-day management of the branch

Capitalise on opportunities for cost savings across the business

Deputise for the Branch Manager in their absence

We would love to meet someone with...

Previous experience working as an Assistant Manager in a Builders Merchants.

A Full UK Driving License (essential)

Role-modelling behaviours (holding high level of integrity, honesty, and confidentiality within the department)

Excellent communication, Influencing and negotiating skills.

Ability to prioritise responsibilities under pressure and be self-motivated

Excellent time management skills

Strong leader with good entrepreneurial skills

Ability to be hands-on where needed and lead from the front when required

Someone who will promote and adhere to the company's cultures, values and professionalism

Commercial Awareness of the Industry

Excellent IT skills (word, Excel, and Outlook)

Previous sales and operations experience

Understanding of the business financials

What is in it for you...

Salary £38,000 - £42,000 depending on experience

23 Days Holiday + Bank Holidays

Pension Scheme

Death In Service Scheme

Employee Assisted Programme

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