

National Sales Manager KronoOriginal.

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Company: Kronospan

Location: United Kingdom

Category: other-general

As part of our continued growth strategy Kronospan now has an exciting opportunity for a National Sales Manager - KronoOriginal. This is a full time, permanent position offering a competitive Salary, Car allowance & Bonus.

Kronospan are the world's largest producer of wood based panel products employing 14,000 people across more than 40 manufacturing sites worldwide. As an expanding family business in a dynamic environment, our people are the key to our success.

The National Sales Manager will work remotely and have overall responsibility for growing sales within our KronoOriginal laminate flooring products across the UK and Ireland.

You will be responsible for:

- Budgeting and planning sales activities,
- Implementation of the sales plans,
- Preparation of commercial offers, negotiating terms of cooperation,
- Gaining new customers and taking actions to increase market share in the assigned market,
- Building good and steadily improving relationships with customers by maintaining contacts and high-quality customer service,
- Taking actions to correct and enhance customer service sales,

- Analysing the market conditions and competitive actions,
- Establishing and leading a winning sales team,
- Monitoring and analysing sales results,
- Reporting activities and findings with clients as part of a CRM system

Requirements

- Minimum 5 years proven business development track record held within the wood panel industry
- Previous hands on experience selling to distribution, and construction/building materials industries.
- Strong presentation & negotiation skills
- Be target driven
- Have working knowledge of Microsoft Office

#LI-JR1

What we offer

Just some of what we are able to offer –

- Challenging job in an international company,
- Competitive remuneration package,
- Bonus system supporting good performers,
- Personal development opportunities,
- Initial training and ongoing support during implementation to work
- Full confidentiality during the recruitment processes

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