

United Kingdom Jobs Expertini®

Regional Sales Manager

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Company: williams manufacturing

Location: United Kingdom

Category: other-general

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Formal Training & Development Opportunities

North of England Territory

ARE YOU AN REGIONAL SALES MANAGER COVERING THE NORTH OF ENGLAND TERRITORY WITH EXPERIENCE 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 North of England, 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.

REGIONAL SALES MANAGER

- *Covering North of England Territory, from Derby to Dumfries
- *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

REGIONAL 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

(JOB ID)

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