

sales manager

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Company: TDM Recruitment

Location: West Sussex

Category: other-general

Job description.

sales manager – housebuilding

Location: West Sussex, Kent and Oxfordshire

Salary: £50, – £60, basic plus £85, OTE, Company Car or Car Allowance and package

This is an exceptional opportunity to join one of the UK's leading housebuilders as their newly appointed Sales Manager overseeing sites in West Sussex, Kent and the surrounding home counties.

Dynamic and entrepreneurial, this company is a great fit if you're looking to work in a supportive but ambitious environment with clear career progression and proactive employee engagement.

On the lookout for an established Sales Manager within the housebuilding industry, this is a fantastic chance to lead and mentor your team across new homes developments from launch to completion.

You will be part of the Sales and Marketing team reporting directly to the Sales and Marketing Director. Due to the requirements of this role, you will be expected to report to head office and split your time across site visits managing on site teams of Sales Negotiators

To be suitable for this role, you will already be an experienced Sales Manager who has a background and demonstrable history in this role for a housebuilder.

responsibilities include:

Managing on site sales teams to hit targets

Recruit, coach and mentor on site Sales Negotiators

Market research

Lead and execute sales strategy across all sites

Pricing

Ensure site presentation is 5*

Weekly reporting

Work with the marketing teams ensure all relevant collateral is up to date

Champion a 5* customer journey

benefits include:

25 days annual leave + bank holidays

Car allowance or company car

Commission and quarterly bonus scheme

Health care

key requirements:

New homes sales experience at management level with minimum 3 years in at this level as a Sales Manager

Currently working for a house builder (sorry no agents)

Knowledge of the new homes property market in the Cambridgeshire market

Sold high-volume schemes

Experience managing on site consultants and agents

Report writing skills

Proven track record of achieving and exceeding sales targets

Team player

Positive and pro-active

Ability to work autonomously and independently from the rest of the team

Valid UK driving licence

Right to work in the UK

n.b. applications without the required experience will be rejected

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