

Specification Sales Manager – Roofing

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Company: Mitchell Maguire

Location: Little Parndon

Category: sales-and-related

Specification Sales Manager – Roofing

Job Title: Specification Sales Manager – Roofing

Industry Sector: Refurbishment, Roofing, Roof Tiles, Flat Roofing, Pitched Roofing, Lightweight Roof Tiles, Vertical Cladding, Panels, Facades, Cladding, Architects, Local Authorities, Housing Associations, Local Councils, Roofing Contractors, House Builders

Area to be covered: South East & Anglia

Remuneration: £50,000 Basic Neg. £80,000+ uncapped OTE

Benefits: Fully Expensed Hybrid 5 Series BMW or equivalent or £600 per month car allowance & Full Benefits

The role of the Specification Sales Manager – Roofing will involve:

* Field sales role, selling a manufactured range of lightweight roof tiles, roofing systems, metal tiles and steel frame

* Majority of your sales time will be spent influencing / generating specification with asset

managers and surveyors within local authorities, councils and housing associations for refurbishment projects

- * The remaining portion of your time will be spent selling to and managing project through with roofing contractors and installers

- * Inheriting an achieve which will achieve £1m+ turnover this year

- * 50% of your time account managing an existing project bank, 50% prospecting for new business

- * Utilising Glenigan and Sage CRM system and dedicated telesales resource who will assist with appointing RIBA approved and standard CPD presentations

- * Average order values will range from £10k - £250k+ depending on size and scope

- * Projects include schools, housing, garages, flat to pitch conversions, hospitals, prisons, modular or non-traditional pre-fabricated housing etc.

The ideal applicant will be a Specification Sales Manager – Roofing with:

- * Must have sold technical related roofing products such as: roof tiles, light weight roofing tiles, cladding, insulation, steel frames, facades, wall panelling, building envelope systems, flat to pitch solutions etc.

- * Must understand the specification sales lifecycle and sold to architects, local authorities, councils or housing associations

- * Experience working with roofing contractors and installers on refurbishment projects preferred

- * Ideally have contacts within local authorities/ housing associations

- * Proactive nature, happy to get on the phone when required

- * Strong territory management field sales experience
- * CRM / IT proficient, ideally used Salesforce CRM
- * Comfortable with a niche brand, preferably not from a big brand/ household name
- * High level of ability in terms of numeracy, IT capability, communication & organisational skills

Mitchell Maguire is a specialist construction field sales recruitment consultancy, dealing exclusively with construction field sales jobs, construction field sales vacancies and specification field sales positions within: Refurbishment, Roofing, Roof Tiles, Flat Roofing, Pitched Roofing, Lightweight Roof Tiles, Vertical Cladding, Panels, Facades, Cladding, Architects, Local Authorities, Housing Associations, Local Councils, Roofing Contractors, House Builders

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