

Temporary Structures Area Sales Manager

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Company: GBR Recruitment Limited

Location: Leeds

Category: construction-and-extraction

GBR Recruitment are recruiting for an experienced Area Sales Manager for the North / North West of the UK, selling bespoke Temporary Structures (semi permanent) solutions to a diverse target audience across industrial, engineering, facilities, distribution & more.

Ideally you will be an experienced ASM / BDM from a temporary structures / semi permanent structures sales background, or similar sales roles selling construction related products, racking systems, modular buildings, pods, containers, cabins, storage shelters, canopies, welfare units, pre-fab buildings, park & leisure homes, tools, plant hire machinery or similar product ranges B2B.

If you have experience of selling similar built environment / structural products as those listed above, plus are used to carrying out basic site surveys (measurements / scope of works) & quoting costs of supply, then this could be just the role to kick start your New Year!

Duties:

* Creating sales pipeline / target lists

* Selling structural / additional storage solutions to current, lapsed & new customers, focused on business development & relationship growth

* Client site visits, to scope out works required & to price out works needed, quoting at the required % mark up (margins) & securing the business via successful negotiation to close the deal/s

* Mapping out target areas / target companies

* Staying up to date with all new market developments / market Intel

* Cold calling, plus working on warm leads, referrals & direct enquiries

* Cross selling & up-selling structural solutions

* Developing further current business partnerships i.e. multi-site deals

* Updating sales pipeline on the internal CRM system

* Networking with potential clients at business events & exhibitions.

* Marketing of the companies temporary structure product offerings

* Keeping updated with temporary structure competitors offerings

Attributes:

* Temporary Structures, Semi Permanent Structures, Modular Builds, Cabins or similar Sales / Business Development Manager background

* Area Sales / Territory Sales Management experience

* Built Environment / Construction Sales experience

* Site Surveying / Scoping out of works / Quoting experience

* B2B Sales professional, who can sell to SMT's / MD's etc

* Target driven

If you have experience in Temporary Structures, or if you have a passion for getting into the sector with previous or current experience in other construction related solutions, then this could be your ideal sales role.

Uncapped earnings!

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Cross References and Citations:

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