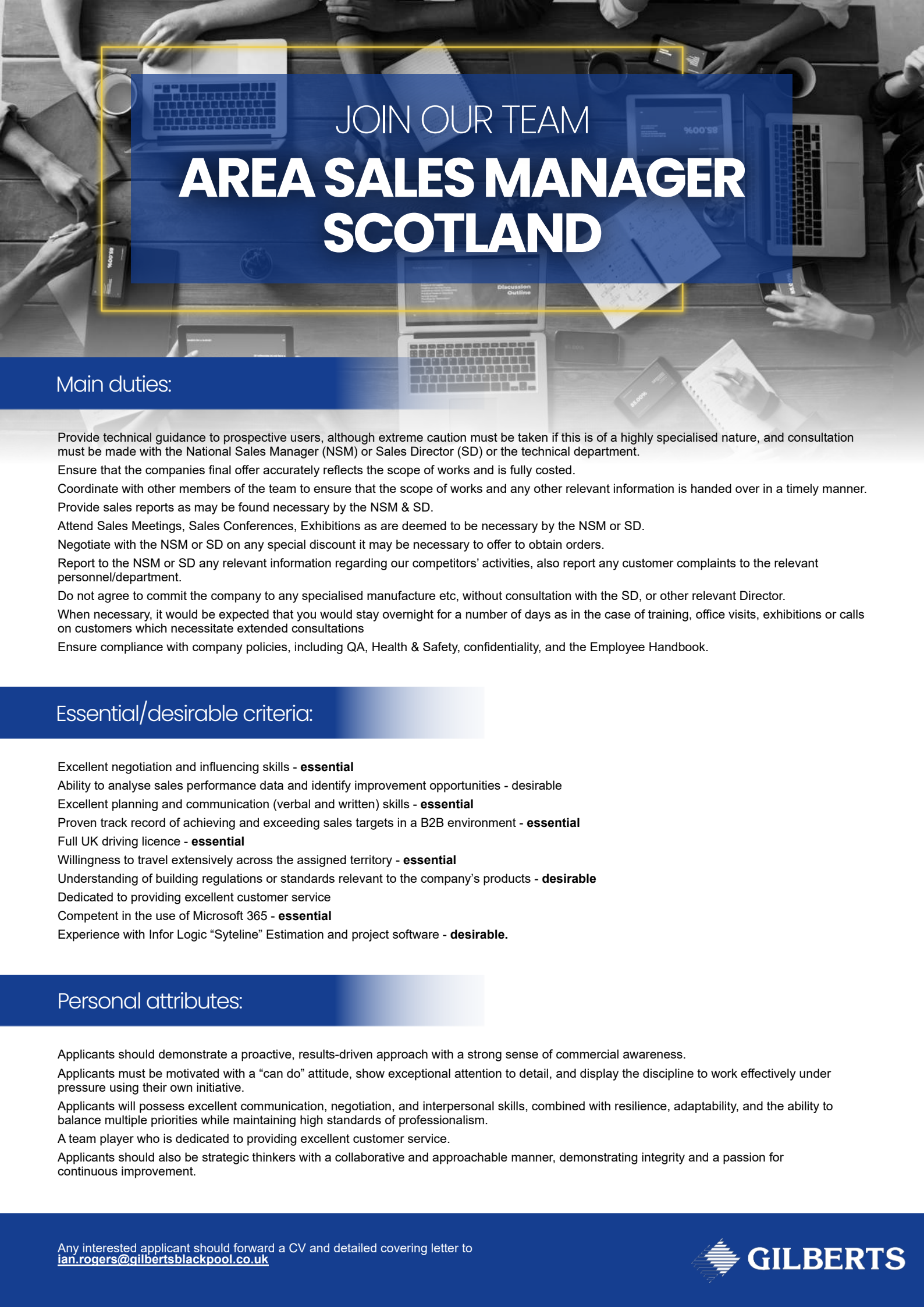




JOIN OUR TEAM

AREA SALES MANAGER

SCOTLAND

Main duties:

- Provide technical guidance to prospective users, although extreme caution must be taken if this is of a highly specialised nature, and consultation must be made with the National Sales Manager (NSM) or Sales Director (SD) or the technical department.
- Ensure that the companies final offer accurately reflects the scope of works and is fully costed.
- Coordinate with other members of the team to ensure that the scope of works and any other relevant information is handed over in a timely manner.
- Provide sales reports as may be found necessary by the NSM & SD.
- Attend Sales Meetings, Sales Conferences, Exhibitions as are deemed to be necessary by the NSM or SD.
- Negotiate with the NSM or SD on any special discount it may be necessary to offer to obtain orders.
- Report to the NSM or SD any relevant information regarding our competitors' activities, also report any customer complaints to the relevant personnel/department.
- Do not agree to commit the company to any specialised manufacture etc, without consultation with the SD, or other relevant Director.
- When necessary, it would be expected that you would stay overnight for a number of days as in the case of training, office visits, exhibitions or calls on customers which necessitate extended consultations
- Ensure compliance with company policies, including QA, Health & Safety, confidentiality, and the Employee Handbook.

Essential/desirable criteria:

- Excellent negotiation and influencing skills - **essential**
- Ability to analyse sales performance data and identify improvement opportunities - **desirable**
- Excellent planning and communication (verbal and written) skills - **essential**
- Proven track record of achieving and exceeding sales targets in a B2B environment - **essential**
- Full UK driving licence - **essential**
- Willingness to travel extensively across the assigned territory - **essential**
- Understanding of building regulations or standards relevant to the company's products - **desirable**
- Dedicated to providing excellent customer service
- Competent in the use of Microsoft 365 - **essential**
- Experience with Infor Logic "Syteline" Estimation and project software - **desirable**.

Personal attributes:

- Applicants should demonstrate a proactive, results-driven approach with a strong sense of commercial awareness.
- Applicants must be motivated with a "can do" attitude, show exceptional attention to detail, and display the discipline to work effectively under pressure using their own initiative.
- Applicants will possess excellent communication, negotiation, and interpersonal skills, combined with resilience, adaptability, and the ability to balance multiple priorities while maintaining high standards of professionalism.
- A team player who is dedicated to providing excellent customer service.
- Applicants should also be strategic thinkers with a collaborative and approachable manner, demonstrating integrity and a passion for continuous improvement.