

Job Advert

Carpet & Flooring are looking for 2 Area Sales Managers based from our Glasgow branch. The company continues to invest to grow market share

Job Title:	Area Sales Manager
Branch:	Glasgow

Overall Purpose of the Job:

To deliver the Carpet and Flooring sales strategy and objectives within the given sales territory; which in turn contributes to the growth and profitability of the business. Also, to develop existing and new customer trading accounts by closing sales opportunities across the range of flooring related products.

Key Responsibilities:

- Developing and maintaining targeted accounts.
- Creating New Account opportunities.
- Developing sales of core and specialist products.
- Research new and existing markets for sales opportunities.
- Follow up sales leads from colleagues, key suppliers and other partners.
- Follow up opportunities to maximise quote conversion rate.
- Monitor competitor activity and report back into the business.
- Tracking the status of the flooring package within an identified project.
- Face to face engagement with customer base.
- Fully utilise CRM tool to capture activities and opportunities.
- Communication effectively at all levels of the business, suppliers and customers.
- Other duties as and when required.

Scope of the Role:

Working as an individual, and also part of wider team, the role will require the delivery of sales and margin targets for the given term. This emphasises the amount of drive, persuasion, cooperation and functional excellence required of the post holder.

A key part of the role is to collaborate with other members of staff, specifically local branch personnel, other teams within the business, and central resources based at head office.

Focus on improving the customer experience, promoting the benefits of Carpet and Flooring as a partner, and driving compliance on projects relating to supply chain agreements on site.

Visiting regional offices of strategic customers such as main contractors, house builders, and other sector clients.

Supporting the strategies of our key suppliers and working in a collaborative way.

Representing Carpet and Flooring at customer events, trade shows and exhibitions.

Competencies and Capabilities:

- An experienced Area Sales Manager with a proven sales track record of delivering budgeted growth and profitability.
- Establishes and maintains strong relationships.
- Numerical and written ability.
- Confident, self-motivated and able to demonstrate excellent communication skills.
- Good level of IT skills, data accuracy and time keeping.
- Product and competitor knowledge within the flooring industry (preferable)

Special Factors of the Role:

- Fully expensed company car.
- Extensive travel within the given territory.
- Overnight stays as and when required.
- Mandatory usage of Salesforce CRM system.

Key Business Connections:

- Regional Sales Director
- National Sales Director
- Regional Branch Director
- Branch Manager
- Sales Office Manager
- Sales Coordinator

Competitive Salary along with Company Car and Sales Incentive Bonus

If you are interested in this position please send your CV and covering letter to Peter Housden - HR Manager peter.housden@carpetandflooring.co.uk

Closing date 9th November 2018