

## **Technical Area Sales Manager- Resin Flooring South and South-East England**

As the UK division of an international specialist manufacturer and distributor of chemical construction products, we have an exciting opportunity for an outstanding individual to help drive us further toward being the preferred market choice by delivering outstanding salesmanship, technical and customer service for our industry partners.

This position has a high level of day to day autonomy and reports into the Resin Flooring Division Manager.

### **Main Responsibilities:**

To achieve sales in the geographical area in line with targets agreed/set upon commencement. To act as the key account manager for customers, specifiers and end user clients in both industrial and commercial settings within the area.

To manage their weekly/monthly diary commitments in order to maintain high levels of sales activity, and high-quality interactions.

To work as part of a dedicated team within Remmers Group to ensure the best results for the group.

### **Key Tasks:**

- To sell Remmers products within the defined area, achieving or exceeding set sales targets
- Develop and maintain relationships with end-user clients, architectural practices, engineering houses, main contractors and resin flooring installers
- To represent, promote and position Remmers in the marketplace.
- To identify opportunities within the area through local research, networking and relationships, social media etc.
- To provide professional, technical advice/support for all parties during the sales and installation process.
- To carry out technical training, CPD seminars, open days etc to raise awareness of Remmers products and produce project specifications.
- To provide technical "after sales" support to clients.
- To maintain an up to date sales pipeline/forecast for monthly submittal
- To maintain, and keep available, accurate, current records of all relevant project information, client details/contacts, activities, quotations, technical submittals etc
- To be a role-model for the Remmers key attributes, detailed below.

### **Key skills:**

Technical product and industry knowledge

Sales skills and process expertise

ICT literate

### **Key attributes:**

Hardworking/Conscientious. Customer focused. Respectful. Honest. Teamwork. Safe. Trustworthy

Competitive package comprising of-basic salary, plus OTE, complete with normal package commensurate with experience.

Please apply with current c.v. and a brief cover letter detailing specifically how you fulfil the requirements for this role.

**Email: [tomdossett@remmers.co.uk](mailto:tomdossett@remmers.co.uk)**