

## **Area Sales /Technical Managers, UK-Kemtile Limited a division of Stonhard-Area TBC.**

Kemtile, a division of Stonhard are looking for experienced Area Sales/Technical Managers to complement their current established and successful team.

Kemtile have been trading for over 40 years delivering exception levels of installation and service, Stonhard have been trading for 100 years and are a Global flooring company both in terms of manufacture and installation. Together both Kemtile and Stonhard probably offer one of the best resin flooring services in the UK in terms of manufacture and installation.

As an Area Sales/Technical Manager you will, be responsible for all new flooring sales in your area. Stonhard have an extensive product portfolio and manufacture resin flooring systems that can fit into nearly every sector and industry.

You will be supported by a great team of professional estimators a dedicated and experienced contracts installation team, technical department, and admin support.

Kemtile recognise that experience is important but also believe that if you are highly motivated, energetic, active, and fully committed then they can help you develop a technical sales career through their ongoing training programs. If you think you have the drive, ambition, and ability to effectively communicate with and influence customers, then this role could be for you.

You will be responsible for finding and developing new business in your designated area, although there will be leads generated by market information, through social media and our web site. Obviously, our reputation is a big influencer in terms of leads.

In addition and more importantly, you will need to create opportunities through networking, cold calling and hard work, prepare accurate reports, negotiate profitable business without compromises but most importantly deliver exception customer service, understand customer technical requirements and specify the correct solutions, develop and manage those key

A division of  
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account relationships in your area by delivering excellent service. Maximise each account's potential by cross selling solutions and networking, establishing on-going relationship with contractors and building owners, demonstrate great time and territory management skills to balance account management, new business, administration and overseeing installations.

The ideal person for this role will hold the following skills and experience:

Effective questioning skills - Asking the right questions at the right time and to the right people, to influence the buying process positively and uncover the customer's real needs.

Presentation Skills – Present information in a professional manner using a range of techniques that enthralls the customer.

Objection handling – Ability to think on their feet or apply a range of tactics to overcome customer objections, throughout the whole sales process.

Drive for the sale - Have a personal drive and desire to progress and secure the sale through the complete sales cycle and will overcome obstacles and barriers to do so.

You will hold a full UK driver's license have the relevant computer skills, be articulate and a team player.

To the right person we will offer a package commensurate with experience a car, phone, ipad, laptop and pension after a qualifying period etc. Ongoing training is important so you must be willing to travel as some point to take advantage of these opportunities when they arise.

If you feel you have the skills and experience required for this role, which can be very fast paced, then apply in confidence by emailing your CV in complete confidence to [info@kemtile.co.uk](mailto:info@kemt看ile.co.uk).

Alternatively, please call our Operations Manager on 01925 763045 for an informal and confidential chat first.

Jamie Cook  
Director

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