**Arturo National Sales and Brand Manager**

Uzin Utz UK Ltd is the UK subsidiary of Uzin Utz Group, an international company headquartered in Germany. Uzin Utz Group employs over 1,300 people worldwide. Uzin Utz UK Ltd incorporates a whole wealth of flooring skills. With brands such as UZIN, WOLFF, PALLMANN, Arturo and codex, the company encompasses anything and everything to do with the installation, renovation and maintenance of all types of floor coverings, wood flooring, ceramic tiles and natural stone floors as well as resin floors. UZIN UTZ Group is a fourth-generation family business with a growing and fulfilled workforce and realistic and well-resourced global ambitions for sustainable growth.

We are seeking a National Sales and Brand Manager to join our Arturo brand. You will be based in the South or Central region of the UK.

The National Sales and Brand Manager Arturo is responsible for all Arturo brand sales activities, reporting directly to the Managing Director and is a member of the senior management team. Responsible for the growth and success of the brand through building relationships with distributors, contractors and retail customers by promoting the brand in the most professional manner.

Experience:

* Previous management-level sales experience in a commercial role within the resin flooring sector.
* Demonstrable track record of contribution to sales turnover and profit growth.
* Experience in managing diverse stakeholders’ interests.
* Wide network of contacts within the resin flooring industry.

You will be expected to:

* Be the ambassador for the brand and the wider group and reflect its values.
* Exceed targets.
* Fully understand the market, current trends, pricing and needs and your products.
* Plan, budget, be accountable for sales and promotional strategies and take responsibility for their successful implementation.
* Set and regularly measure Key Performance Indicators for the business, yourself and your sales team.
* Establish trust with customers beyond the day-to-day.
* Earn the respect of your team by giving them the encouragement and support that they need and the space to develop as better employees.
* Be a contributing, energetic and empathetic part of experienced and ambitious management teams in Germany and the UK. Their business friendship and support are essential.
* Offer market insights to relevant senior colleagues and become a trusted conduit for information from them to your team and back.
* Work independently, as you will have the trust and respect of senior management.
* Strive to achieve best practice at all times and become the best that you can be.
* Be proud of your brand and fight hard for it when needed.
* Take and embrace every positive opportunity.
* Think creatively and have fun.

The rewards

* + The opportunity to make your mark in a business that needs strong, capable managers who can enable and energise their teams to be their best.
  + A great deal of free space in a secure and successful company.
  + The sense of fulfilment when things go right.
  + The security of knowing that there is a support network with the ability, desire and resources to help when things do not go quite well.
  + The challenge to develop as a great manager and be recognised as such by your peers.
  + A salary and benefits package that reflects your abilities and achievements and the value that our organisation places on you as a key and influential part of our business.

Our offer to you:

* + Competitive salary.
  + Attractive bonus scheme.
  + Company car.
  + 20 days holiday + 1 day per year worked up to 25 days.
  + Health Care.
  + Group Pension Plan.

How to Apply:

Please apply by e-mail with an application letter and current CV to Matthew Brown, Managing Director, arturo.uk@uzin-utz.com