

POSITION: Field Sales Manager

REPORTING TO: Commercial Manager

LOCATION: Stowmarket

JOB PURPOSE:

This is a unique opportunity to become part of the team of a leading independent concrete producer in East Anglia. The Field Sales Manager will be the first point of contact with the customer, portraying a professionalism and confidence that delivers the ultimate in customer service; to build and maintain an active customer base to support the commercial team and develop new sales to support the future of the business. By applying sales skills, the Field Sales Manager will capitalise on commercial opportunities through negotiation of prices in order to achieve the sales targets set by the Management Team.

MAIN DUTIES & RESPONSIBILITIES:

- You will be part of the decision-making progress of a dynamic Family Business
- Marketing and selling of concrete solutions in Norfolk, Suffolk, Essex and Cambridge, following up on sales leads, generate new business and managing Client relationships
- Identify and secure opportunities which lead to sustainable growth for the business
- Build on market intelligence
- Actively influence the commercial strategies taking ownership of markets and budgets
- Liaise with, and support operations, distributions and sales team to create first class customer service
- Help, motivate and lead all aspects of Eastern Concrete business
- Develop and maintain new and existing clients to build long-term customer loyalty
- Identify New Product streams and value-added business
- Create and report commercial forecasts & budgets

PERSON SPECIFICATION:

- Self-motivated and able to identify new commercial opportunities
- Experience in winning new business
- Proven sales experience within the construction industry
- Strong communicator, presenter and negotiator
- Risk Management knowledge
- Product and technical knowledge desirable
- Excellent verbal and written communication skills
- Excellent IT skills