

French Water Management company developing their business in the UK is looking for a **National Sales Manager** with a civil engineering background. You will be responsible for designing and implementing the company's strategic sales plan, for expanding the company's customer base and ensuring its presence to win private and public contracts. The National Sales Manager will be in charge of business development and customer relationship, of managing the UK office, of recruiting staff, of compliance with health and safety rules, of monitoring projects. They will supervise a junior civil engineer and will report to the board in France.

ROLE:

Business development and customer relationship management:

- Developing a network of specifiers for design and construction contracts in public and private sectors,
- Developing a network in the construction industry (civil engineering, landscaping, groundwork etc)

Monitoring of construction projects:

- Setting up the objectives of the project supervisors: cost control, quality and deadlines
- Ensuring the availability of resources with the French Head office
- Following up the projects and support the project managers: global monitoring, resolving breakdowns, contractual disputes etc
- Monitoring site performance indicators: budgetary control and compliance with deadlines.
- Ensuring the application of contractual and regulatory standards, particularly in terms of quality, safety, hygiene, and environmental impact (HSE)
- Ensuring the project acceptance

Management:

- Monitoring KPI compliance for all projects: volume of business in progress, monitoring of client and supplier billing/invoicing
- Consulting with management for investments regarding estimates, equipment, purchases: selection of suppliers, purchases of large equipment or materials.
- Reaching financial targets
- Recruiting according to projects' needs
- Controlling budget, reporting to Head office and liaising with local accountant
- Office management including fleet and tools
- Compliance regarding regulations for the construction industry

PROFILE:

- Civil Engineer, Hydraulic/HVAC Engineer, or min 5 years of experience as a regional manager or senior project manager in a similar or civil engineering company
- Technical knowledge in Electrical engineering or Mechanical engineering or thermal Engineering
- Experience/knowledge in pumping, fountains/water features, electricity, automation, civil engineering, ground works or similar
- Management skills including administrative and financial management.
- Knowledge of the legal and regulatory rules for the construction industry
- Leadership skills to represent the director of the company



- Strong diplomacy and communication skills
- Mentoring and strong man-management skills
- Ability to create strong relationship with customers and suppliers
- Making decisions and taking responsibility
- Strong organisational skills in order to carry out UK company's development.
- Entrepreneurship spirit

SALARY AND BENEFITS:

- C£90k pa
- + commission on targets
- + company car
- + fuel card