

International family-owned business, our client is the European leading manufacturer of water controls (such as taps and showers) for public places, specialising in water saving, hygiene and environments where intensive usage is normal. Their fast-growing R&D department develops innovative washroom solutions, which reduce water wastage and launch 50 new products per year. Following several years of double-digit growth, they are recruiting a **Regional Sales Manager for the North** to manage seven Area Sales Managers. You will be reporting to the Country Manager.

Application deadline is 27th October 2023

ROLE of the Regional Sales Manager:

- Motivating and developing your team of approximately of 7 Area Sales Managers
- Mentoring and coaching your team out in the field and during residential training sessions
- Recruiting additional team members
- Presenting VIP events specifiers
- Providing product training to your team members
- Developing the turnover on your region

PROFILE:

- Previous Field base sales experience as Field Sales Manager, or Territory Manager, or Sales Manager or Area Sales Manager
- **Must live in the West Midlands, ideally near Birmingham**
- Previous experience in managing staff will be an asset
- Stable work history
- Ability to listen and understand on a technical level
- Good organizational skills
- Self-motivated
- Comfortable with public speaking
- Strong negotiation skills
- Positive and energetic
- Full UK driving licence
- Passport (some technical training and management meetings are at their office in France)

SALARY & BENEFITS:

- Between £50k and £65k basic per year according to skills and experience, plus activity and sales-based bonuses
- Hybrid company car
- Company pension