

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 looking to increase their market share in the UK and are looking for an **Area Sales Manager for the West Midlands region** (postcodes: ST / ST/ WS / WV / DY / B / WR / GL / HR / LD). You will report to the Regional sales Manager.

Our client would consider candidates from **any field sales background** with a technical mindset.

Application deadline is 27<sup>th</sup> October 2023

#### **ROLE of the Area Sales Manager:**

- Developing and maintaining a network of decision makers (plumbing merchants, installers, specifiers, architects)
- Building and developing long-term relationships in order to influence market trends
- Adding value to customers via product demonstrations, highlighting the benefits and sustainable solutions
- Identifying and tracking of projects, from conception to completion
- Updating the CRM system in a timely manner and effectively managing own diary
- Working from home one day per week and 4 days visiting clients

#### **PROFILE:**

- Passion for external sales, including flair to identify issues and proving solutions
- Previous experience as an Area Sales Manager, Territory Manager, Business Development Manager, Field Sales Manager or Field Sales Executive
- Ability to listen and understand on a technical level
- Strong communication skills
- Ability to follow processes
- Good organisational skills
- Self-motivated and proactive approach
- Positive and Energetic
- Excellent telephone manner
- **Must be based on patch:** ST / ST/ WS / WV / DY / B / WR / GL / HR / LD
- UK Driving Licence required

#### **SALARY & BENEFITS**

- Between £35k and £50k basic per year according to skills and experience, plus activity and sales-based bonuses
- Company car
- Company pension