

Our client works for the construction industry and is looking for an **Area Sales Manager for South London regions**. Our client designs and manufactures sustainable, easy-to-use and accessible-for-all products and solutions. The Area Sales Manager role is 100% remote/field based and is focused on business development both with new prospects and existing client database, and will report to the Sales Director.

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

- Sourcing quality leads by inquiring about prospect's/client's needs and properly identifying appropriate solutions
- Developing a pipeline of prospects – distributors, installers, specifiers - projects and appointments to achieve the revenue and activity targets
- Product demonstrations and presentations to customers showing the benefits of the technology.
- Tracking projects and orders with support of the Inside Sales team who will have prepared quotes
- Updating the CRM in a timely manner for appointments, calls and customer contact information and effectively managing own diary.
- Developing understanding and knowledge of products, target industries and target audiences.
- Participate in team meetings and share ideas to increase team performance.

#### **PROFILE:**

- Proven track record in new business development
- Minimum 2 years in a field sales B2B environment, as sales manager or sales representative or a territory sales rep, or an area sales manager or similar
- Highly motivated and achievement driven
- Experience of high-volume lead/appointment generation activity
- Excellent verbal and written communication skills
- Excellent influencing and negotiation skills as you are disrupting an entire industry and challenging market habits.
- Organised, methodical and process driven with good IT skills and ability to use a CRM
- Ability to multi-task, prioritise, and manage time effectively
- Collaborative approach, with relationship building ability
- Ability to communicate technical solutions (training provided)
- Full UK Driving Licence
- Living on the patch

#### **SALARY & BENEFITS**

- Basic between £35k and £43k negotiable according to experience + uncapped commission
- Company car
- Private medical insurance
- Company pension