FRENCH RESOURCES

Leading manufacturer of plaster fillers and adhesives for the B2B market is looking to increase its UK market share and therefore is recruiting a motivated and customer-focused **Area Sales Manager (Preferred Location: Bristol, Swindon, Oxford, South Birmingham)** to join their team. The Area Sales manager is responsible for building and maintaining strong customer relationships, responding to client inquiries and proactively generating sales through face-to-face visits, telephone, email, and other communication channels. You will report to the UK Sales Director.

ROLE of the Area Sales Manager:

- Maintaining and growing existing accounts, maintaining regular contact and meeting with customers predominantly in person to review accounts. 60-75% travel expected in role.
- Expanding our client's presence in the Sales Territory.
- Developing and executing a strategic sales plan to achieve and exceed revenue targets in the assigned territory.
- Identifying, qualifying and managing new business opportunities in existing customers.
- Working in partnership with other members of the Sales Team, in order to successfully develop and complete new business opportunities.
- Promoting and selling new products.
- Providing routine day-to-day support, both technical and operational, to customers.

PROFILE:

- **Proven experience** as an Area Sales Manager or Territory Manager, or Field Sales Manager, **within the construction or painting/decorating materials industry or distribution**.
- Excellent communication and interpersonal skills, with the ability to build rapport and trust with diverse clients.
- Demonstrated ability to meet and exceed sales targets consistently.
- Self-motivated, proactive, and able to work independently while managing a regional territory.
- Analytical and problem-solving skills, with the ability to tailor solutions to meet client needs.
- Proficiency in CRM software and Microsoft Office Suite.
- Full UK driving licence.

SALARY & BENEFITS:

- Up to £48k according to experience + commission et bonus opportunities.
- Car allowance or company car
- Health, dental, and pension benefits.
- Ongoing training and professional development.
- Collaborative and supportive team environment.
- Opportunities for career growth within the organization.