

JOB TITLE: Facades Specialist

JOB HOLDER:

REPORTS TO: TECHNICAL SALES DIRECTOR

JOB OBJECTIVES:

- Responsible for tracking and managing all projects within defined territory
- Providing technical onsite and office support to contractors and distributors
- Maintain, build and develop relationships with the main Contractors within your region
- Maintain, build and develop relationships with the major Facades Contractors within your region
- Achieve sales and profit targets as set.

DUTIES:

- Communicating with customers/ potential customers in person, by phone, site visits and demonstrations. This is a semi-national role and travel across the UK is expected.
- Driving new business by targeting non-fischer Contractors within the Facades segment.
- Look to introduce colleagues into sales negotiations where applicable with regards to system and cross selling.
- Be responsible for overseeing all major projects
- Obtaining and forwarding orders in line with any Company policy
- Present CPD seminars
- Anchor testing at site
- Anchor application recommendations
- Conduct seminars/training for customers
- Comply with Company procedures
- Perform such other duties as may be reasonably expected

PERSONAL PROFILE:
Skills Level

- Educated to GCSE Standard
- Good communication both verbally and in writing
- Computer literate & use Excel/Power Point/ Business warehouse

Interpersonal Skills

- Ability to negotiate with people of all levels with tact and discretion leaving Customers satisfied with the outcome, whilst maintaining Company policies regarding terms and credits etc.
- They must be self-motivated with a desire to overachieve.

- Proven ability to create and convert their own opportunities.

Experience

- Minimum three years in a representative sales environment preferred
- Knowledge of façade systems essential
- Engineering background is also useful
- Conversant with construction site procedures
- Fixing application knowledge at site level

Product Knowledge

- Comprehensive knowledge of the Company's Products and the Competitors.
- Able to demonstrate the Company's Products with a practical demonstration on site.