

JOB TITLE: M & E and Framework Specialist

JOB HOLDER:

REPORTS TO: TECHNICAL SALES DIRECTOR

JOB OBJECTIVES:

- Achieve sales, SBU targets and KPIs as set for defined area
- Maintain and develop customer loyalty and support with both contractors and distributors

DUTIES:

- Communicating with Customers/ potential Customers in person, by phone, site visits, demonstrations
- Obtaining and forwarding orders in line with any Company policy
- Drive new business by targeting non-fischer contractors within the M & E and Framework segment.
- Look to introduce colleagues into sales negotiations where applicable with regards to system and cross selling.
- Working in conjunction with and supporting the Regional Engineer and CBM.
- Primary contact for technical partners to develop and sustain ongoing business.
- Present CPD seminars
- Anchor testing at site
- Anchor application recommendations
- Conduct seminars/training for customers and contractors
- Comply with Company procedures
- Comply with requirements to use CRM systems
- Perform such other duties as may be reasonably expected

PERSONAL PROFILE:
Interpersonal Skills

- Commercial awareness and an ability to develop and secure new business as well as build on existing relationships
- Excellent negotiating skills, dealing with people of all levels with tact and discretion. Ensuring Customers are satisfied with the outcome, whilst producing the highest possible margins and maintaining the correct payment terms.
- Ability to give practical demonstrations of the company products
- Self-motivated, reliable, persistent, well organised and thorough. Ability to work on own initiative is essential.

Experience

- Minimum three years in a representative sales / site environment preferred
- Experience of dealing with subcontractors and distributors
- Experience of managing change in specifications
- Good understanding of market competitors and proven ability to utilise this information to overturn specification decisions
- Engineering background is also useful
- Conversant with construction site procedures
- Fixing application knowledge at site level