

We are Hiring!

Area Sales Manager - Ceramics Team

Field Based - South East

Key responsibilities & accountabilities:

- Develop a call cycle to maximize account development, time efficiency and ensure monthly targets are met.
- Manage customer issues and complaints professionally using problem solving skills.
- Use business data to analyse accounts in detail, monitor spend and identify areas of potential business growth.
- Respond to and follow up sales enquiries – either with direct sales or supporting the distribution network.
- Prospecting, contacting, and developing new accounts.
- Monitor and report on marketplace activities to the National Sales Manager.
- Utilise Glenigan project software to secure project sales.
- Conduct site and contractor visits to recommend Genesis products.
- Increase product awareness and conduct training with accounts.
- Attend training to develop relevant knowledge and skills.
- Provide assistance to the Genesis Flooring Limited with Site Measures and Visits to distributors and contractors when necessary.
- Weekly activities and meeting reports via Phocas CRM.
- Monthly Vehicle Checklist.
- Reports to the National Sales Manager
- Applicant must have a clean driving licence to be considered for the role.

Salary & Benefits

Pay Scale: Competitive

Benefits:

- Company Vehicle (Hybrid).
- Expenses.
- Laptop & Mobile Phone.

Holiday Entitlement:

- 25 days per year plus Bank Holidays.

Territory

South East of England including:

AL, BN, BR, CB, CM, CO, CR, CT, DA, EN, GU, GY, HA, HP, IG, IP, LU, JE, KT, ME, RG, MK, NR, RH, RM, SG, SL, SM, SS, TN, TW, UB, WD



To apply please send your CV with covering letter to

Will Dolling, National Sales Manager (wdolling@genesis-gs.com).