

Regional Sales Manager

Job Brief

Anglo Norden and Woodbank Timber Ltd are one of the UK's premier timber importing and distribution businesses working from large landed stocks at our terminal, warehouse and office facilities in the Port of Ipswich. We specialise in the Sales, Marketing and daily delivery of construction timber and fencing products to the Builders Merchants and Fencing Companies nationally. The Company is expanding rapidly, with plans for further growth we are currently recruiting for a field based Regional Sales Manager to help us achieve our growth and sales targets in the North of England region. Reporting directly to the Head of Sales, the ideal candidate will have previous sales experience gained within the Timber and Fencing sectors and be able to demonstrate measurable success in these areas. If you are a results orientated individual with excellent communications skills and want to join a rapidly expanding Company with aggressive growth plans, we would like to meet you.

Responsibilities

1. Maintain and increase sales of the Companies product portfolio
2. Achieve targets and goals set for your territory
3. Establishing, maintaining and expanding your customer base
4. Identify and create a strong loyal relationship with decision makers
5. Providing your customers with the highest customer service
6. Compiling weekly sales and contact reports for the Head of sales
7. Good disciplined use of CRM and administration
8. Managing those customers who are members of buying groups
9. Collecting and sharing feedback and market data on competitor activity
10. Keep up to date with new product developments

Requirements

- 1.Strong interpersonal, communication and negotiation skills
- 2.Sales experience essential
- 3.Highly motivated and target driven with demonstrable success in sales
4. Good technical background in product area is desirable
- 5.Good presentation skills
- 6.Proficient in MS office and familiarity with Bis Track is a plus
- 7.Good organisational and time management skills
8. High energy team player