



## Area Sales Manager

London / South

Full Time

**CPG Europe** manufactures high performance building materials to solve the complex challenges faced by today's construction industry. With over 1,400 employees across Europe, we are committed to shaping a world where buildings and structures save energy, last longer and exceed sustainability benchmarks.

The successful candidate will promote and specify our CPG product portfolio, in line with our core business strategy with a main focus on our illbruck Branded products.

### Duties Include:

- Identify and generate WFS accounts to sell the full range of illbruck branded products (and other CPG branded products when in scope).
- Maintain and grow accounts that sit within the pre-determined sales area.
- Prospect activity – focus on net new accounts/projects with an agreed potential spend & margin. Update Prospect list on a weekly basis through use of CRM system.
- Utilise CRM System and maintain dialogue with existing sales team to identify new WFS projects opportunities.
- To fulfil additional activities deemed fit by the National Sales Manager to achieve the sales plan and divisional strategy.
- Ensure all necessary administrative systems/ reporting requirements are met including appropriate reports, sales and product forecasts etc.
- Develop sales presentations and written sales proposals to deliver our business proposition to a multi-level audience
- Assess competitors activity and to implement all necessary combative measures to assure market share
- Provide National Sales Manager/R&D/Marketing with accurate feedback for the development of new and improved products
- As necessary, and in conjunction with CSU / Credit Control assist in resolving any Order/ Credit Control/ Payment issues.

### Successful candidates will have the following:

- A minimum of 3-5 years continual construction sales experience or key account management.
- A good understanding of the Facades and Window installation or dealing with key Distribution accounts.
- Degree level or professional qualification relating to Marketing or Sales is desirable.
- Proficient with Microsoft 365.
- An understanding of current building regulations and building assessment rating models.



### Salary & Benefits

- A competitive starting salary.
- Lucrative performance-based bonus scheme.
- 25 days holiday entitlement (excluding bank holidays) increasing to 27 days holiday following length of service with the business.
- A range of attractive benefits (pension, life assurance, and private medical).

### Contact

Please apply exclusively with your CV to [uk.recruitment@cpg-europe.com](mailto:uk.recruitment@cpg-europe.com)

Become part of our team and shape the future of CPG Europe!

The Company is committed to the principle of equal opportunities and is opposed to any form of unfair discrimination on the grounds of race, colour, nationality, ethnic or national origin, sex or marital status, disability, sexual orientation, age, religion, or belief. Candidates will be chosen on the basis of their ability and suitability for the role.