



## Area Sales Manager - Distribution

South West England / Wales

Full Time

**Tremco CPG Europe** manufactures high performance building materials in order 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.

To promote and specify our Tremco CPG product portfolio concentrating primarily on the Tremco and Illbruck brands, in line with our core business strategy.

### The Role

- Specify Tremco flooring products with flooring contractors and facilitate their sales through flooring distributors
- 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 regular basis through use of CRM system.
- Develop sales presentations and written sales proposals to deliver our business proposition to a multi-level audience
- Assess competitor's activity and to implement all necessary combative measures.
- 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.
- 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.

### Skills and Qualifications

- A minimum of 3 years' sales or account management experience
- A working knowledge of the construction industry and the sales process
- Strong communication and presentation skills.
- Experience of using Salesforce is desirable.
- Proficient with Microsoft 365.

### Benefits

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



## Contact

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

Become part of our team and shape the future of Tremco 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, sex or marital status, disability, sexual orientation, gender identity, gender expression and sex characteristics', age, religion, or belief. Candidates will be chosen on the basis of their ability and suitability for the role.