



Area Sales Manager – Modular Manufacturing

South of England

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.

Duties Include:

- Maintain existing business and identify additional opportunities for growth within the account base.
- Establish close business relationships with existing & target accounts to fully understand their business priorities, identify products from within the full CPG range that may assist them, and promote these to further develop long term sales and margin growth.
- Identify new development prospects and actively target these to generate growth
- Identify tier 2 (suppliers to the Modular Construction Market) opportunities and target these with the full range of tremco illbruck products.
- Maintain a general overview of credit terms and assist the finance team as required.
- Work with the marketing team to develop industry specific literature and social media content to promote the range and further develop industry opportunities.
- Attend industry specific association meetings to network, identify further opportunities, and increase knowledge base regarding the industry.
- Where applicable, offer products into additional industrial applications of volume.
- Meet reporting requirements including monthly reports, and status analysis utilising electronic databases.

Successful candidates will have the following:

- Degree level or professional qualification relating to Sales or Marketing is desirable
- Sales experience in the Sealants, Adhesives or Tapes market is required
- Strong design and/or technical knowledge of the Modular Construction industry.
- Experience of developing specifications within the Modular / Offsite Construction sector
- Working knowledge of best practice in Business Development and Key Account Management.
- Proficient with Microsoft 365 programmes
- Knowledge of CRM Systems
- A willingness to adapt to changing business needs.
- Excellent communication skills.
- Strong team working skills



Salary & Benefits

- A competitive annual 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, private medical, and enhanced family friendly leave).

Contact

Please apply exclusively with your CV to 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.