



Area Sales Manager

Scotland

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:

- To develop the sales of the full range of Tremco flooring products in Scotland.
- Establish close business relationships with existing and/or target distribution accounts to fully understand their business priorities in order to develop opportunities for joint business planning and growth.
- Support key distribution customers to develop increased growth of Tremco flooring products.
- Utilise CRM System and maintain dialogue with existing sales team to identify new Flooring project opportunities.
- Provide site support and guidance in line with our Technical Services team.
- Act as an ambassador for the company product brand, whilst supporting the benefits of the overall group.

Successful candidates will have the following:

- A minimum of 3-5 years sales experience or key account management in the Construction/ Flooring industry.
- Strong technical understanding of key flooring products (cementitious screeds) and report writing.
- A recognised Sales or Marketing qualification is desirable.
- Proficient with Microsoft 365.
- An understanding of current building regulations.
- Strong communication and presentation skills.

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, company car, life assurance, private medical, perkbox 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.