



Area Sales Manager - Distribution

Scotland & Ireland

Full Time

CPG Europe manufactures high-performance building materials to solve the complex challenges of today's construction industry. With more than 1,400 employees across Europe, we are committed to creating a world in which buildings and structures save energy, last longer and exceed sustainability standards.

The Role...

- **Distribution Accounts:** Identify and generate distribution accounts to sell the full range of illbruck branded products.
- **Growth:** Maintain and grow accounts that sit within the pre-determined sales area
- **Prospects:** Focus on new accounts/projects within an agreed potential spend & margin. Update on a weekly basis through use of CRM system
- **CRM System:** Maintain dialogue with existing sales team to identify new WFS project opportunities by using the CRM system.
- **Be Part of the Team:** Assist CSU/ Credit necessary when necessary, in resolving any order/credit control/ payment issues.
- **Forward looking action:** Assess competitors' activity and implement all necessary combative measures to assure market share.
- **Feedback:** Provide NSM/R&D & Marketing with accurate feedback on the development of new and improved products.
- **Structured approach:** Ensuring all necessary administrative systems and reporting requirements are met including sales and product forecasts.

Skills & Qualifications...

- **Experience:** 3-5 years continual specifications sales experience or key account management. Understanding of Facades and Window installation, and knowledge of current building regulations and assessment rating models.
- **Education:** Sales or Marketing graduate qualification or equivalent gained through experience
- **Technical:** Microsoft 365 expert user and knowledge of CRM systems.
- **Personality:** Exceptional communications skills, excellent negotiating, and influences skills. The ability to foster strong working relationships with all internal/external stakeholders.

Benefits...

- **Remuneration & Reward:** A competitive salary and attractive bonus scheme
- **Excellent Benefits:** A range of attractive benefits (e.g. pension scheme, holidays, life assurance and private medical)
- **Home-Office:** Equipment for working from home as well as laptop and mobile phone
- **Opportunities to Grow:** A variety of learning & development opportunities.
- **Internationality:** Be a part of a growing international group.

Contact

Please apply exclusively with your CV along with your salary expectations to uk.recruitment@cpg-europe.com

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

www.cpg-europe.com