



JOB DESCRIPTION – Contract Sales Manager - MASTCLIMBERS

JOB PURPOSE:

Achieve/exceed all agreed sales targets by pro-actively identifying good business opportunities, targets and develop strong customer relations (both existing and new relations) within those opportunities

KEY RESULT AREAS:

- Achieve and exceed the Division/Branch quarterly and annual sales targets
- Maximise revenue through price negotiation with customers.
- Produce financial forecasts and deliver on financial targets, to enable the division to achieve its budgeted growth plan.
- Develop key relationships and introduce the relevant LYNDON-SGB specialist to their opposite number
- Develop customer relationships, and introduce all LYNDON-SGB group services to those customers
- Maximize the progression of quality products and service.
- Promote a teamwork environment.

RESPONSIBILITIES AND DUTIES:

- Manage and grow defined key accounts within defined pricing guidelines by offering customer focused service, initiatives and solutions.
- Pro-actively develop business by the acquisition of new large value customers within defined pricing guidelines.
- Promote a teamwork culture within the sales operations and commercial department, and entire UK business.
- Project monthly, quarterly and annual forecasts for monthly management meeting.
- Provide accurate forecasts for operations/management team to enable adequate resource and stock planning
- Develop technical awareness with sound product knowledge.
- Identify logistical requirements for delivery of products.
- Attend conferences and trade fairs.
- Adhere to Company's policies and procedures
- Work within a safety culture, in line with both the business and legislative guidelines

KEY WORKING RELATIONSHIPS:

- Internal Responsible to Branch manager, working in close co-ordination with Accounts Managers and Contracts Managers, as appropriate, liaising closely with Operations and Commercial departments as required
- External Responsible for achieving high level of customer satisfaction as well as developing new customer relationships whilst maintaining and strengthening current relationships through key personnel working for our customers, and Managers within LYNDON-SGB Divisions.

Integrity must always be maintained when dealing with all above key relationships.

PERSONAL ATTRIBUTES:

Customer focused, committed and enthusiastic, displaying a participative style capable of contributing fully to the regional and UK team. Self disciplined with the ability to work under sustained pressure. Must have a sound product and technical knowledge of MASTCLIMBERS and a commitment to quality and procedures. Excellent communication skills and a strong team player with the ability to deal confidently with both internal and external personnel at all levels. Sound understanding of the importance of safety as a business issue and committed to Reinforce all Health and Safety practices and procedures.

This job description highlights the principle elements of the position; however, it does not include every task, duty or responsibility. Further detailed responsibilities, duties and tasks are included in an attached task list and are bespoke to the respective business unit, where applicable.