

## Job Description

<b>Position:</b>	<b>Commercial Specification Manager</b>
<b>Department:</b>	<b>Commercial Field Sales</b>
<b>Reporting to:</b>	<b>Regional Sales Manager</b>
<b>Responsible for:</b>	<b>(Area code)</b>
<b>Job Function</b>	
To generate profitable and sustainable sales via end users, specifiers and contractors using the consultative selling process within a postcode-defined area to exceed targets.	
<b>Main Duties</b>	
<p>To provide project driven sales management to the account base by:</p> <ul style="list-style-type: none"> <li>• Generating specifications through architects, end-users and other decision-makers/influencers.</li> <li>• Blending the use of digital and remote tools and F2F meetings to deliver a professional sales experience to the customer.</li> <li>• Effective use of Glenigan and other market data resources to uncover new customers, develop existing customers and gain a deeper understanding of the local territory and business opportunities.</li> <li>• The management and development of all regional customer types (flooring contractors, main contractors, fit-out companies, architects, designers, project managers, quantity surveyors and end users).</li> <li>• Proficient use of CRM in recording and managing customers, projects and activities.</li> <li>• Effective and timely monthly and interim reporting.</li> </ul>	
<b>Person Specification</b>	
<ul style="list-style-type: none"> <li>• Proven track record in sales and service management.</li> <li>• Skilled in account management, business development and managing complex projects.</li> <li>• High level work ethic and activity rate.</li> <li>• Ability to adapt to different customer types and develop relationships at all levels.</li> <li>• A genuine self-motivator with ambition.</li> <li>• Able to produce written reports and presentations on a periodical or ad-hoc basis.</li> <li>• Able to demonstrate the ability to tailor a presentation to an individual or group at an appropriate level.</li> <li>• Able to demonstrate a rational and methodical approach to decision making.</li> <li>• Proficient in the use of digital tools to deliver sales solutions effectively and professionally to different customer types depending on their specific project needs.</li> <li>• Adept to a 50/50 WFH: OTR working ratio to drive good quality, results-oriented behaviours and results.</li> <li>• An established team player that understands and values collaboration with internal stakeholder departments.</li> </ul>	