

<b>Job Title</b>	<b>Regional Manager</b>
<b>Company / function</b>	Taylor Maxwell & Co Ltd / Sales
<b>Location</b>	Birmingham
<b>Position Type</b>	Full Time
<b>Reporting To</b>	Commercial Director / Sales Director

<b>Job Description</b>
<p><b>Overview</b></p> <p>Manage designated sales staff and sell agreed products from the company's product portfolio to architects, developers and contractors</p> <p><b>Detail</b></p> <ul style="list-style-type: none"> <li>• Manage and support designated members of the external sales team and pre-order staff.</li> <li>• Monitor the branch profitability and performance against agreed targets.</li> <li>• Assist with all branch recruitment.</li> <li>• Assist with training and development of new recruits and under performers. Support company's marketing policy.</li> <li>• Liaise with Regional Customer Service Manager on post-order queries/issues.</li> <li>• Monitor branch accounts with Credit Control and ensure action taken.</li> <li>• Assist branch personnel with any dispute and financial claims.</li> <li>• Manage local relationships with all key suppliers including the setting and management of annual targets.</li> <li>• Review KPI performance of external sales team and action agreed targets.</li> <li>• Monitor branch brick allocations and performance.</li> <li>• Maintain and develop personal customer relationships.</li> <li>• Exceed personal annual Bonus Target and conform to Sales Performance Management Procedure.</li> <li>• Ensure all personal customer and supplier project databases are updated by due date.</li> <li>• Carry out annual appraisals with all members of staff reporting directly to you.</li> <li>• Any other duty deemed by the directors to be in the interest of the team in achieving its objectives.</li> </ul> <p><b>Person Description</b></p> <p><b>Essential</b></p> <ul style="list-style-type: none"> <li>• Proven sales skills in construction facades.</li> <li>• Excellent oral and written communication skills.</li> </ul>

- Good IT skills including word processing, spreadsheets and databases.
- A good understanding of accounts, credit limit management and finance.
- A positive “can-do” attitude and flexible approach.
- Over 5 years’ experience in construction facades selling.
- Proven problem-solving ability in the construction industry.
- An understanding and commitment to equal opportunities and diversity.
- Ability to work effectively as part of a team.
- An understanding of and commitment to continuous improvement.

**Desirable**

- Sales management skills

***All employees have a duty not to discriminate against each other, customers or suppliers and not to help anyone else do so.***