

HART DOOR SYSTEMS LIMITED



JOB DESCRIPTION:

JOB TITLE: National Sales Manager

PLACE OF WORK: Preferably Newcastle

SALARY: Attractive and performance-based

PAY PERIOD: Monthly

REPORTS TO: Managing Director.

ABOUT THIS ROLE

Are you a skilled sales professional with experience of strategic business development?

We are looking for a National Sales Manager to oversee all aspects of UK sales and staff, whilst supporting Hart Door's expansion across the UK through strategic planning.

Preferably based in the North East, this role has the overall responsibility to motivate our small, dynamic team to achieve target sales of branded products, search out opportunities and share in the benefits generated.

Hart Doors has been manufacturing, installing and maintaining specialist high-tech industrial doors for 70 years. We work in a variety of markets both here in the UK and worldwide, including manufacturing, distribution, airports and waste control.

We are looking for people interested in developing a career committed for the long term, are you that dynamic person?

MAIN PURPOSE AND SCOPE OF THE JOB:

The successful candidate will manage, control, grow and develop the sales of Hart products and services to UK markets, whilst delivering target margins and growth profitably.

The National Sales Manager will develop and implement successful strategies, policies, culture and skills to world-class standards (specific targets as scorecard to be agreed).

DUTIES AND KEY RESPONSIBILITIES:

- Management and control of all aspects of UK sales and staff on daily basis.
- Strategic planning of business development into various identified markets.
- Achievement of agreed targets both volume and margins.
- Ability to research, recognise opportunities, strategise, test, prove and implement.

- Recruit, train and control all sales relevant staff on a national basis having local sales managers in set areas.
- Appraisals and personal development plans, all team members.
- Generate a business plan covering all aspects which is “SMART”, quantifiable and has clear milestones.
- Deliver Hart Door Systems commitments and expectations to customers, employees and business partners.
- Total responsibility to create, agree, drive and operate a sales & service programme nationally.
- Maintain formal reporting on progress through KPI's, P & L and management systems.
- Hands on with key customers and sales team.
- Maintain existing company policies, review and clearly define all aspects with the senior management team.

SKILLS:

- Senior sales management directing, motivating and controlling sales teams with demonstrable effective experience of previous success.
- Marketing experience in branding and development of markets.
- Minimum 5 years-experience at those levels.
- Knowledge and experience of service operations.
- System building to deliver KPI's timely and accurately to deliver output per operative analysis time and costs.
- Motivation of people.
- Planning, monitoring of performance.
- Customer care.
- All Health & Safety aspects SOP's overview and controls.
- Staff training and engagement.
- Staff development plans.

GENERAL RESPONSIBILITIES:

- Ensure personal and all company commitments are achieved timely and responsibly.
- Align and maintain company and core values.
- If you see something that is wrong do something about correcting it.
- Be responsible and get things done.
- Share information and work towards team building.
- Establish/understand your key performance indicators and report weekly and monthly, timely across the company so all know how they are measured.
- Recruitment of 'A' team players
- Generate policy bringing engagement and retention of employees.
- Completing and recording all legally required documentation.
- Ensuring health and safety standards are met or exceeded.
- Control, manage and risk assess contracts terms and conditions ensuring resource required to provide service to a recognised a high standard.
- Generally, all issues expected of a competent manager.

To apply please email your CV to **recruitment@hartdoors.com**