

HART DOOR SYSTEMS LIMITED



JOB DESCRIPTION:

JOB TITLE:	Sales Development Manager (UK)
PLACE OF WORK:	Newcastle Upon Tyne
SALARY:	Attractive and performance-based
PAY PERIOD:	Monthly
REPORTS TO:	Managing Director

ABOUT THIS ROLE

Do you have a keen eye for new sales opportunities? We are looking for a skilled and proactive individual to support Hart Door's expansion across the UK.

Based on in our modern offices attached to the factory, the Sales Development Manager (UK) will work with a small dynamic team to generate new business.

This exciting role will cover a broad range of skills including research and analysis, planning and strategy, marketing and costing, with a special focus on customer contact.

Hart Doors is a family-owned business and for 70 years we have been manufacturing, installing and maintaining specialist hi-tech industrial doors. 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 and who are committed for the long term, are you that dynamic person?

MAIN PURPOSE AND SCOPE OF THE JOB

The successful candidate will develop market penetration of our extensive range of specialist industrial doors into a variety of markets around the UK.

You will excel at research, evaluation, strategy, planning and promotion and will use these skills to grow sales of Hart products, repairs and servicing.

A key part of your role will be to monitor and support key customers, whilst supporting our team of regional sales managers and filling any gaps.

Whilst experience in the Industrial Door Industry is preferable, more importantly you will demonstrate an understanding of this market and Hart's place in it.

DUTIES AND KEY RESPONSIBILITIES

- To research, prospect and self-generate sales leads and identify opportunities for new product sales, repairs and service, adequate to generate target sales.
- A significant part will be telesales.
- Respond timely to enquiries and orders.
- Monitor and liaise key customers and clients and interface between Hart operations timely and diligently as required.
- Promote the sales of HDS manufactured products as per the sales & marketing strategy, with priority given to higher margin products i.e. Speedor and associated products within the sales area direct to the end user as a priority and or through contractors, architects and Engineers as the case may be.
- To follow up sales leads, and cold call, canvas, advice, provide quotations, follow up, and negotiate all in line with good sales practice and profit targets.
- To measure up and complete accurately measurement forms and drawings as required.
- To report on all activities as required including effective timely entry onto the CRM database.
- To research and analyse local market opportunities and provide a formal sales plan for discussion with management in line with agreed and developing strategies to attack the market for the best result.
- Create and implement personal business plan in line with Hart Door Systems company vision and strategy, improve sale conversion rates, increase sales turnover and profitability.
- To achieve agreed sales targets.
- Utilise and report as required policy and maintain contact via the CRM and database system as required.

SKILLS /TRAINING

- Sales training knowledge and demonstrable capability.
- Experience in the industrial door market.
- Takes ownership and accountability for own workload and completion of responsibilities.
- Positive, with a high drive to achieve.
- Portrays sales confidence as a knowledge expert.
- Clear focus on quality of service and customer satisfaction.
- Self-reliable and motivated to build and maintain sales momentum.
- Good team player and communicator, able to see things from all perspectives.
- Able to get on with and operate as part of a family run business and a small team.
- Ability to maintain positive attitude following any sales rejection.

GENERAL RESPONSIBILITIES

- Align company and employee 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 maintain this measure so both you and the company know how your performance is measured.

- Be a good team member, demonstrating loyalty and commitment to the organization and team members and always do your best.
- To be fully aware of and adhere to the relevant policies and procedures.
- This job description is intended as a guide to the duties and responsibilities of the post. It does not seek to define all the duties and is subject to amendment/alteration which will be made after full discussion with the post holder.

If you feel you have the skills and experience to be successful in this role then apply today!

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