

HART DOOR SYSTEMS LIMITED



JOB DESCRIPTION:

JOB TITLE:	Sales Manager (South of England)
PLACE OF WORK:	South of England (M4/M25 easy access)
SALARIED:	Attractive and performance based
PAY PERIOD:	Monthly
REPORTS TO:	National Sales Manager

ABOUT THIS ROLE

We are looking for a dedicated and hardworking Sales Manager to grow new sales of our extensive range of industrial door and shutters in the South of England, to end users, contractors and their agents.

Hart manufactures, installs and maintains specialist high-tech industrial doors which are used in a variety of markets both here in the UK and worldwide.

The South of England has the largest UK population and has the most opportunity, with many of our best products selling to major airports and industrial and commercial markets all across the South. It is a target-rich area and a sales target of £2M demonstrates our confidence in the territory.

We are looking for someone interested in developing a career, committed for the long term, enjoying the fruits of success, are you that dynamic person?

MAIN PURPOSE AND SCOPE OF THE JOB

The successful candidate will manage, control, drive and develop sales of Hart industrial doors, specifically a variety of models of Speedors, roller shutters and associated products, to end users, contractors and their agents.

As part of the Sales Manager role, you will prospect, follow up, maximise and deliver first class levels of service and customer care, and act as the point of contact between Hart Door Systems and its prospects, customers and clients within an area stipulated.

You will demonstrate excellent, effective and timely communication skills via phone, face to face, email, social media in line with company core values policy and strategy.

DUTIES AND KEY RESPONSIBILITIES

- To prospect and self-generate sales leads and identified opportunities for new product sales, repairs and service.
- To respond and follow up any sales leads by face-to-face contact, conducting on site surveys and delivery of quotations.
- Respond timely to orders and deliver site surveys adequate to construct, deliver and install product.
- Liaise with 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, advise, provide quotations, follow up, and negotiate all in line with good sales practice and profit targets.
- To measure up and complete accurately measurement forms, 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 plans in line with Hart Door Systems company vision and strategy, improve sale conversion rates, increase sales turnover and profitability.
- To complete customer site surveys as required for house accounts for new product and or repairs.
- 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.
- Able to conduct and deliver surveys.

- 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 communicator, able to see things from the customers perspective.
- 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**