

AREA SALES MANAGER – SOCIAL HOUSING SECTOR

Executive Search,
Selection &
Human Resources
Consultancy

£ Attractive Package

Our client, Therma-Tru, is the UK's leading supplier of fibreglass door systems to the social housing sector, founded in the USA in 1962. With over 300 employees, a £7.5 million investment programme and a brand new headquarters in south Wales with advanced manufacturing facilities and an extensive customer service infrastructure, they are now ideally poised for further growth. This is a superb opportunity for an ambitious sales professional to contribute to – and share in – their future success.

We need a self-motivated, energetic team player to manage sales to the social housing sector across the above region. You will add value to a powerful brand by building long term customer relationships, input into strategic sales plans and monitor trends and competitor activity. In addition, securing project partnerships with local authorities and housing associations, developing complete package contracts and identifying tender opportunities will be a crucial part of the job.

The role calls for extensive sales experience in the public housing sector - ideally gained with a manufacturer of GRP doors, windows, kitchens or hardware – and a proven track record of building lasting customer relationships.

London & South East

A sound understanding of the Decent Homes charter, a good command of Microsoft Office suite and a working knowledge of technical products will be essential.

Entrepreneurial, persuasive and analytical, you will be a first class communicator, negotiator and problem-solver who can deliver effective presentations to a variety of audiences.

Lastly you will need a high level of financial and business acumen, strong planning skills and an uncompromising approach to total customer satisfaction.

In return you can look forward to excellent career prospects, a highly competitive salary and outstanding benefits.

To apply, please write with your CV quoting reference 07/1451 to our retained consultant David Smalley at Daniels Smalley Partnership, Windsor House, 107 Talbot Road, Talbot Green CF72 8AE or e-mail david@danielssmalley.co.uk or call 01443 229761. www.danielssmalley.co.uk

THERMA TRU
DOORS

dSP
Daniels Smalley Partnership