



# Area Sales Manager

**Place of employment:** Midlands/North

BG-Graspointner UK Ltd is looking to recruit an Area Sales Manager who wishes to grow their career and to be part of a unique international family-owned enterprise whose values are based on innovative strength and, above all, sustainability. Our focus on innovative strength and sustainability is what makes us unique in our market. In close contact with architects, engineers, and distributors, we provide drainage systems solutions to collect rainwater on a multitude of projects.

Our office is based in Bexhill, East Sussex within easy reach by car and public transportation. We offer a work environment that encourages collaborative and cohesive teams in an open-spaced office.

We are a team of dynamic collaborators, that are passionate about their job and are helping our clients and colleagues by providing them with solutions tailored to their needs. This team is our DNA and forms a family who share the same values and objectives. As a team member in our global, high growth environment, you will be challenged, inspired, and appreciated.

## Job requirements:

The Area Sales Manager candidate should have the following:

- Self-motivated individual able to multi-task effectively.
- Self-motivated individual who can work well either on their own or in a team.
- Clean driver's license.
- Competent IT skills are required, will need to know how to use MS Office & Outlook.
- Exposure in working on a CRM platform would be a plus.
- Good communication skills with a friendly approach are needed.
- Ability to work under pressure with an excellent attention to detail is a must.
- Sound business acumen and an ability to communicate with colleagues and customers to assist the closing of sales opportunities.
- A high degree of professionalism and a good understanding of Specifier, Contractor and Merchant relationships is required, with the ability to communicate at each of these levels where necessary.
- Ability to prioritise work according to demand and work alongside Area Sales Managers priorities to deliver customer service excellence.

## Brief description:

The Area Sales Manager shall be responsible to raise the profile of the BG-FILCOTEN® brand and work closely with other members of the BG teams. It is a requirement that the candidate should have experience in dealing with Builders & Civils Merchants, Main Contractors, Sub Contractors, within the specified covering Groundwork and Civil Engineering.

Specific duties would include, but are not limited, to the following:

- Raise the company's profile with the customer base outlined above.
- Develop existing relationships and create new ones so that BG-FILCOTEN® is the customers 1st choice for our range of products.
- Have an understanding of the specification process with Drainage Engineers and Architects.
- Raise the Company's profile within its existing key stockist base, setting up business plans and sharing project information.
- Look for new stockist opportunities.
- Can deliver training presentations to stockists, product presentations to Contractors.
- Be able to negotiate prices within agreed parameters to give the company the best margin opportunities.
- Dealing with customers' day to day requirements.
- A knowledge of reading site drawings would be helpful.
- Promote and sell new products ranges.
- Hit agreed targets.
- Where necessary, assist with New Product Development areas.
- Identifying key installing contractors, setting up trading terms and building long-term business objectives

Does the description fit you and has the position sparked your interest? Then take your next career step and send us your complete application documents. If you have any questions about the job posting, we look forward to receiving your e-mail.

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