

Job Profile

Job Title:	Specification Sales Manager
Job Location:	Home based
Region:	Durham and surrounding
Department:	UK/International OR C&I Sales
Reporting to:	Divisional Sales Director
Job Purpose:	Develop sales opportunities within project-based specifications, plumbing & heating, mechanical & electrical services market and associated supply chain specialists

Responsibilities

- Build key relationships with M&E Consultants, Contractors, Developers & Specifiers for all HVAC applications such as **(Domestic HVAC, Education, Commercial Premises, Local Authority, Hospitals, and Offices)**
- Develop the relationships to ensure that projects are followed through to completion whilst also maintaining strong relationships with Contractors and internal stakeholders within the company.
- Informing and liaising with the Consultants and Engineers within the above markets, ensuring a full technical appreciation is brought to the specification process and a consultative sales approach to get the best solution specified to suit their needs.

Planning:

- Set targets with Sales Director
- Identifying new business opportunities.
- Prepare and maintain ongoing Business Plan and Forecasting
- Identify, create, develop and manage relationships and opportunities within area defined

Execution:

- Proactively contacting potential clients to build a strong pipeline
- You will converse with all levels of decision maker who are responsible for specifying product.
- Develop, manage and grow your regional sales of the Sunamp core product range.
- Create & maintain relationships with customers using the most appropriate method of communication
- Reach or exceed quarterly sales targets
- Develop and maintain the revenue and gross profit of each account, ensuring they remain profitable in line with annual targets.

Reporting

- Maintain accurate customer and pipeline records using the Sunamp CRM system
- Report sales progress on an ongoing basis

Performance expectations

- Achieve significant commercial success
- Maintain a consistent high level of service delivery
- Meet with clients via the most appropriate method of communication to provide information, educate and promote the business.
- Combine business and industry acumen with influencing skills to promote alternative value offerings delivered by new and disruptive technologies.
- Continually defines ways to increase customer satisfaction and deepen client relationships.

Other

- Carry out sales and technical training using both in house and external venues
- Attend trade exhibitions, seminars, presentations etc.
- To be forward thinking in collaborating with colleagues to continuously improve and upgrade technical understanding.

Skills & Qualifications

- An accomplished Specification Sales Manager with a successful track record in specification sales and supply chain business development
- Proven field sales track record of selling products into the HVAC sector
- Thorough technical understanding of the Plumbing & Heating and Mechanical and Electrical services industry for domestic and commercial applications
- Thorough understanding of specification led projects in all sectors with an emphasis on commercial scale developments within the Architect, Builder, Contractor & Developer sectors
- In depth knowledge of low carbon, strategies and associated requirements
- The ability to engage at all levels within an organisation
- Methodical, process driven, competent record keeper and ability to provide ongoing business forecast essential
- A strong team ethic and willingness to get involved in this fast-growing business.
- Be competent on video conferencing software
- Be an effective communicator

Basis and Values:

- Able to respect the basis of, and work with, our values, showing a commitment to, and understanding of the Sunamp Ltd culture.

This role profile outlines the current main responsibilities of the post. However, the duties of the post may change and develop over time and this role profile may, be amended in consultation with the post holder.