

Record UK Vacancy

Regional Sales Manager – New Equipment (South-West England and Wales)

Company Info

Record UK is the UK subsidiary of the Agta-Record Group who is one of the major companies within the automatic pedestrian door systems industry. The group manufactures and distributes door systems to over 40 countries worldwide.

We design, manufacture, supply, install and service automated door systems and aluminium shopfronts throughout the UK to a wide range of organisations and clients.

Due to continued growth and high demand for its services, the company is now seeking to recruit a strong Regional Sales Manager responsible for the South-West area of England and Wales.

Job Description

This is an outstanding opportunity for an ambitious Regional Sales Manager to build on our existing customer base and develop a territory with a strong set of partners across South-West area of England and Wales. The role comes with significant autonomy and the ability to make a real difference in an energetic and successful company. Reporting to the Regional Sales Team Manager you will be responsible for targeting and winning new equipment sales of the Company's products and services.

The right candidate will have a high level of self-motivation a track record of delivering growth and exceeding targets. They will be a strong sales professional who performs best when developing trusting, long term relationships with customers.

The main requirements of the role are:

- Deliver agreed monthly and annual sales and margin targets through focused, targeted activity
- Build trusted advisor relationships with key customers
- Identify & secure new Customers as well as develop relationships with all existing Customers to secure business and achieve sales targets
- Think strategically to develop Territory Business Plan and Plans for Every Customer.
- Convince customers of the value proposition of our range of products to both upsell and secure greater share of spend
- Practice structured demand generation, pipeline management and forecasting
- Ensure CRM and all reports are accurate and up to date
- Understand customers and the market to enable value pricing and margin improvement
- Contribute to our ISO Business Management System

Essential Criteria

- A proven, successful track record in business to business technical equipment sales, preferably in the automatic door industry or similar.
- A minimum of 5 years' sales experience
- Abilities as both "Hunter" and "Farmer" re: new & existing Customers.

- Ability to take a lead role in new business presentations and hold responsibility for the effective on-boarding of new clients.
- Ability to quickly understand the Company's product range and value proposition to be able to win sales negotiations.
- High level influencing and negotiation skills up to Director level with demonstrable sales success.
- Ability to work effectively as part of close-knit Sales Team as well as remotely.
- High energy and strong self-motivation.
- Outstanding Interpersonal skills.
- Ability to act as the key interface between Customers and all relevant part of the business including Operations, Production & Finance.
- Strong oral and written communication skills.
- Ability to develop business plans for current and future business opportunities.
- Ability to accurately forecast sales on weekly basis
- Willingness to be based from Home Office with regular visits to our UK offices in England & Scotland
- Full driving license and willingness to spend substantial percentage of time travelling to visit customers in sales region

Benefits of Working at Record

If you are successful, you will join a forward-thinking organisation that is always striving to do better, adopting an empowering working environment that allows you the opportunity to grow and develop in your role and beyond.

As a Real Living Wage employer, you can expect to receive the following benefits when you work at Record UK:

- Life assurance scheme.
- Enhanced sick pay.
- Annual salary review scheme.
- Christmas shut down period with an ex-gratia half day on Christmas Eve.
- Access to an online employee benefits portal.
- Access to an extensive online training portal.
- Access to an Employee Assistance Program.

Additional information

Hours: 40 hours per week.

Holidays: 33 days (including Bank Holidays)

Location: Remote

To be considered for this opportunity, please send your CV and covering letter to recruitment@recorduk.co.uk with subject heading 'Regional Sales Manager – South-West England and Wales'.

