



Sales Manager

Alexanders Timber Design is a leading Timber Frame and Roof Truss manufacturer for the house building sector and one of the key business units of Glennon Brothers who are a leading timber processor in the UK & Ireland with a strong growth story. We are a growing and expanding business with further ambitious growth ahead of us as we plan our relocation to a new site in Irvine. As a leader in the Green Tech industry our bespoke facility in Irvine will be equipped with a manufacturing line that has state-of-the-art technology. We are now seeking to appoint a Sales Manager. This is an excellent opportunity for those wishing to develop their sales career.

Job Description

Reporting to the Head of Timber Frame, this is an exciting opportunity for the successful candidate to join an ambitious expanding business. This is a field sales role, covering Scotland and North England.

Responsibilities

- Repeat selling to an established customer base as well as generating new business.
- Responsible for proactively managing their accounts,
- Build and maintain strong, long-lasting customer relationships with key accounts.
- Own, hit or exceed annual sales targets and key milestones from a personal and company perspective from achieving sales targets, to maintaining a high level of customer service.
- Demonstrate a strong willingness to grow, lead and manage the sales territory.
- Ensure that the sales process and order book are maintained from a key account and customer service perspective.
- Strong journey planning and account management experience.

Skills Profile

- Proven record in Timberframe or modular sales experience is essential
- An ambitious, enthusiastic, self-motivated individual
- Proven ability in selling timber frame and roof trusses.
- The ability to deal with people at all levels of the organisation up to Director level.
- Strong analytic/problem-solving skills.

- Ability to work in a fast-paced work environment.
- Dependable and flexible
- Enthusiastic & self-motivated.
- Results driven whilst participating in a team environment.
- Strong communication skills (oral and written).
- Excellent attention to detail.

Applications in the strictest confidence, with full CV by email to:
careersatd@alexanderstimmerdesign.co.uk