Date	5th March 2021
Closing Date:	12th March 2021
Job Title:	Area Sales Manager
Region	Covering East of Scotland

The Area Sales Manager will be responsible for optimising sales by promoting Marley Ltd products and services. This will be achieved through:

Managing an established base of key and development account customers
Prospecting new accounts, particularly specification sales development across all relevant construction sectors

The Area Sales Manager will assume responsibility for managing an established base of key and development account customers, promoting new accounts and particularly specification sales development across all relevant private, commercial, and public construction sectors. This will be combined with the ability to research existing and new markets to identify business opportunities, and the potential for product and process innovation.

Sound business acumen, combined with a structured approach to planning and objective setting, with the ability to contribute towards the Company strategy. There will also be the requirement to keep abreast of developments and economic conditions in the construction market and be able to react and plan accordingly.

Skills and Experience:
Be ambitious with a strong desire to succeed.
Knowledge/background within business and/or the building/construction industry
Strong negotiating skills
Aptitude for learning
Have an analytical approach, with a strong analytical skill set.
Be an excellent communicator at all levels, who is comfortable presenting to both small and large groups of people.
Must live on patch.

The Area Sales Manager will ideally be educated to degree level or equivalent in a Business/Construction related field and should also possess a good level of computer literacy and have strong organisational skills.

This role involves extensive travel within the sales area and some travel to UK sites as required; therefore, a valid UK driving license is essential. The successful applicant must live on patch.

Marley Ltd places the highest priority on employee safety. All employees are expected to always work safely, proactively contributing to the continued improvement in health and safety performance, and to the Company's positive safety culture.

To apply for this position please send your CV to careers@marley.co.uk
Recruitment Agencies: Marley does not accept any speculative approaches to present candidates for advertised vacancies.