Marley VACANCY BULLETIN	
Date	5 th February 2021
Closing Date	28 th February 2021
Job Title	Area Sales Manager
Region	Essex

The Area Sales Manager will be responsible for optimising sales by promoting Marley's 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

Candidates 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.

Marley Limited places the highest priority on employee safety. All employees are expected to work safely at all times, 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 <u>careers@marley.co.uk</u> or post to HR Careers, Marley Limited, Lichfield Road, Burton-On-Trent, DE14 3HD.

Recruitment Agencies: Marley does not accept any speculative approaches to present candidates for advertised vacancies