

Regional Contract Sales Manager (Contract Builders)

Sigma 3 (Kitchens) Ltd – Established in 1975. Sigma 3 is a leading manufacturer and retailer of quality kitchens & bedrooms with 8 showrooms across Wales & England. In addition we supply nearly 150 dealers nationwide with our Masterclass kitchen furniture. We also serve a large number of independent contract builder accounts and pride ourselves in a quality product and a quality service.

We are looking for an enthusiastic, experienced **Regional Contract Sales Manager (Contract Builders)** with strong previous relevant experience and a desire to strive to improve the sales performance of the Company whilst working with others.

We are a highly reputable and respected company, and are seeking a talented individual to join our friendly and professional team. We are targeting substantial growth in the new build sector over the next few years and to build on an already successful team.

Key Tasks

- Prospecting and winning new business
- Obtaining information from the client and associates, including site visits.
- Management of Kitchen tender proposals
- Ensuring the timely completion of work to agreed priorities
- Presenting design proposals and quotations
- Communicating with the National Sales Manager and Commercial Sales Director and reporting against budget and KPI achievement.
- Raising the appropriate documentation for action by the Contract Builders Office
- Attend pre-let meetings as required.
- Key Account Management

Skills Required

- Excellent interpersonal and communication skills
- Relationship management experience
- Computer literate (MS Office to include Excel, Word etc)
- Kitchen design and CAD experience
- Good organisational skills and ability to work to deadlines
- A self-motivated self-starter who can work independently but also be a strong team player

- Ability to read technical specifications and drawings
- Working knowledge of contract processes

Objectives

- Develop and focus on Customer Relations
- Achievement of agreed Sales and Margin Budgets
- Prompt, accurate and appropriate tender proposals
- Effective communication with the Contract Builder Office and Sales Team

Regional Contract Sales Manager (Contract Builders) Remuneration Package

- The rare opportunity to work for the largest manufacturer of kitchens in Wales with an enviable reputation for quality and service built over 43 years of trading. We have exciting plans to take this well-established business to new levels.
- Competitive annual salary – negotiable dependent on relevant skills and experience plus a superb benefits package.
- A fully expensed Company car in line with our Company car policy.
- This is a career development opportunity within an established team and to be a part of Company growth plans.
- The opportunity to gain strong experience with a market leading Brand.
- Up to 25 days annual leave plus 8 Bank Holidays.
- Company Pension Scheme
- PHI (this is an incapacity benefit)
- Life insurance
- A discretionary performance related bonus based on business objectives and Company profitability.
- Job security - The staff-retention rate of the company is excellent.