

POLYPIPE MIDDLE EAST FZE

SPECIFICATION MANAGER - BUILDINGS

We are currently recruiting for a Specification Manager to join the team at our Dubai Office. Reporting to the Sales Director the successful candidate will be responsible for specification sales of the Polypipe Middle East range of products (buildings) into a variety of key construction projects in the United Arab Emirates.

Key Accountability:

- Effectively manage and leading strategic relationships with clients, consultants and the design community.
- Identify, track and convert cross-range sales opportunities for Polypipe products and develop future demand through an opportunity pipeline.
- Measured activities related to specific sales and account management of KPI's.
- Management and development of strategic clients / consultants accounts.
- Project tracking through to conversion success.
- Achievement of targets relative to business planning and specified product pull through.
- Strategic management major projects/customer accounts to achieve business goals.
- Recording of all activities via Salesforce CRM system.
- Key interface of activity between all company departments and selected key accounts.

Key Skills/Experience/Qualifications

- Recognised qualifications related to industry experience (Degree level or equivalent).
- Previous construction, commercial and sales experience.
- Experience of managing positive relationships with high level clients, government, consultants.
- Strong technical capability and competence relative to the building industry.
- Leadership and key account management experience.
- Have the autonomy to manage and prioritise own workload and work well within a team environment.
- Effectively and efficiently meet tight deadlines and work well under pressure
- Have the
- Highly numerate and ability to work with commercial strategies
- Monitor own performance and appropriate take action to maximise output.
- Excellent communication and relationships skills.
- Computer literate, MS Office (Outlook, Word, Excel, CAD) skills.

This is a rare challenge to play a significant role in the development and progression of Polypipe and its products.

A competitive salary, commission structure, company car and other company benefits will apply for the right candidate.

To apply for this opportunity, please send by email a cover letter, current CV including salary to: Recruitment Advisor - Jeanette.Foy@polypipe.com

Closing Date: 5th July 2018

If you are applying for this position, out of courtesy please inform your manager.

Polypipe operate an Equal Opportunities Policy