

POLYPIPE BUILDING PRODUCTS

Area Sales Manager, Underfloor Heating

South East

An outstanding opportunity has arisen for an enthusiastic and goal-orientated Area Sales Manager, selling our Underfloor Heating Systems to Merchants, Contractors and House Developers.

The successful candidate will work within the UK sales team to manage the underfloor heating systems, promote the sales of Polypipe by creating end user pull and feeding business back through channel partners. To manage and develop key area channel accounts as well as key national channel account branches and contacts.

Develop and manage end users to gain specification for Polypipe. To liaise and develop strong links with the whole of Polypipe, in order to develop demand generation to be fed back through our channel accounts.

Build excellent relationships with all of the key personnel within the areas and deliver excellent customer service and support for those contacts.

Oversee the South East contractor-based representation and sustain relationships.

Reporting to the General Manager, the position will be home based.

With strong brands and a market-leading product range this presents an ideal opportunity to work and develop within an exciting and fast-moving environment.

The successful candidate will demonstrate ambition and be an excellent communicator, capable of demonstrating great inter-personal skills as well as managing a substantial existing account base. It is also important that this person is numerate and articulate with their work.

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 in conjunction with a comprehensive product training programme and an opportunity to enter into a leadership development programme.

To apply for this opportunity, please send by email a cover letter, current CV including salary to: rachel.smith@polypipe.com
Rachel Smith, General Manager Underfloor Heating

Closing Date: 24th October 2019

Polypipe operate an Equal Opportunities Policy