

# Polypipe Building Products

## **Commercial & Product Category Director**

Polypipe is one of Europe's largest and most innovative manufacturers of plastic piping systems for residential, commercial and infrastructure sectors.

We are currently looking to recruit a Commercial & Product Category Director to map and monitor the competitive landscape of Polypipe's commercial position versus its competitors in each market sector.

The role will lead and advise on our commercial strategy to cope with a changing market along with analysing individual agreements, assess profitability and set objectives for negotiations. It is essential that the successful candidate can demonstrate the ability to create a framework that categorises our customers by type and turnover and set a terms structure that we can commercially defend and move over time.

The ability and enthusiasm to lead and direct the Product Management Team to spot new product category opportunities; create strategic product plans and drive them from concept to launch and provide the Sales, Marketing and Operations Teams with a clearly defined pre-agreed implementation plan.

With the expertise of deal shaping, financial structure, contract negotiations and customer relations the individual must display all of the attributes required to be commercially astute and possess the gravitas to operate at board level within the business and with customers. Whilst demonstrating leadership capabilities, to initiate commercial functions and develop a team for implementation to ensure Polypipe remains the market leader.

This will require ambition, persistence, resolve and a demonstrable 'can do' attitude that both colleagues and customers can buy into.

This is an exciting challenge to play a significant role in the development and progression of Polypipe Building Products. A competitive salary, bonus structure, company car and other company benefits will apply for the right candidate.

If you have a minimum of five years senior management experience, preferably in the plastics industry, combining significant people management with a proven record of accomplishment and experience of managing all commercial aspects of a multimillion-pound business, please forward your application in writing or by email, with a current CV and a brief summary outlining why you would be the right person for this challenging role to:

To apply for this opportunity please send a cover letter and/or CV by email to:

Zena Wardle, HR Manager,

Polypipe Building Products, Broomhouse Lane, Edlington, Doncaster, DN12 1ES

[Zena.wardle@polypipe.com](mailto:Zena.wardle@polypipe.com)

Closing date for applications: 26th April 2019

**Polypipe operate an Equal Opportunities Policy**