

Polypipe Building Products

DIVISIONAL SALES DIRECTOR (SOUTH)

An exciting opportunity has arisen for a dynamic, enthusiastic and goal-orientated Divisional Sales Director for the Southern and Midlands region. The successful person will ideally have divisional control and responsibility for all the sales aspects at a strategic level in support of the overall business strategy. The right candidate will drive, develop and coach the sales team to create a high performance culture and deliver sustainable profitable sales growth by achieving targets.

The Role:

- To proactively manage the KPI's of the division and respective teams.
- Ensure compliance of the CRM system.
- Liaise with the commercial team to ensure a consistent pricing policy is maintained.
- Responsible for directing best practices, costs control, revenue generation and contribution levels to the division's operating profit.
- Plan, budget and deliver the UK trading strategy ensuring the optimisation of volume/margin balance.
- Achievement of stretching distribution, promotional and volume targets within the account portfolio and take action where appropriate to maximise business benefit.
- Ensure RSM's, ASM's and all members of the team portray a professional, corporate image, promoting the Company at all times in a professional and positive manner.
- In conjunction with the team, develop innovative sales and marketing led account plans that will maximise performance within the account portfolio and enhance market share.
- Coach, train and develop RSM's and ASM to enable them to operate at a level of professionalism and competence that ensures success.

The Person:

- Graduate level education desirable with a sound knowledge of sales methodology
- A minimum of 10 years' senior sales management experience, combining significant people management and account management skills
- Commercial experience relevant to the Company's business including the successful roll out and development of a structured business plan that integrates with wider business objectives
- Evidence of commercial negotiation skills within a highly competitive environment
- Understanding of Product (internal & external)
- Self-motivated and have the ability to make decisions on own initiative.

- An enthusiastic people manager who enjoys seeing his/her team thrive and work towards challenging team/divisional targets
- Professional and operates with integrity, being commercially aware, well organised and analytical.
- Effective communicator and strategically minded
- Ideally located in the South East or North West London area.

In return we Offer:

- Competitive salary
- Bonus Scheme
- Pension Scheme
- Company Car
- Holidays
- Childcare Voucher Scheme

To apply for this opportunity, please send a cover letter and current CV, including salary, to:

Polypipe (Building Products) Ltd, C/O Jeanette Foy, Recruitment
Administrator, Polypipe Building Products, Broomhouse Lane, Edlington,
Doncaster, DN12 1ES

Or alternatively email Jeanette.foy@polypipe.com

Closing date: 12th January 2017

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

Polypipe operate an Equal Opportunities Policy

