

ROBIMATIC

Key Account Director

Robimatic has been established over 30 years and is the UK's leading distributor of prepacked plumbing products. We supply multiple markets including Retail, National and Independent Merchants and traders.

We are currently looking to recruit a Key Account Director who will be responsible for all sales and marketing activities with the Oracstar Division of Robimatic.

Reporting to the Commercial Director with dotted line responsibilities to the Managing Director the successful applicant will develop and implement a plan, meeting business goals and expanding the existing customer base.

The Role:

- Responsible for increasing sales and margin and developing customer relationships.
- Personally manage and grow Oracstar Key Accounts
- Manage the External Sales and Merchandiser team.
- Responsible for Key Accounts within the retail and independent sector.
 - Agree review and strategy meetings as appropriate.
 - Agree supply and commercial terms for the maximum benefit of the Company.
 - Being part of the Company budgetary process.
- Manage the delivery of Sales team targets.

The Person:

- Proven experience of National Builders Merchants and Buying Groups.
- Experience within the Independent Retail arena.
- Ability to negotiate commercial agreements.
- Service driven with excellent analytical skills (Diver experience preferable)
- Capability to think strategically and tactically in a fast moving environment.
- Results orientated while building foundations for long term business relationships.
- Ambitious, highly motivated self-reliant and tenacious and able to pursue objectives.
- High standards of professionalism and operates with integrity, being commercially aware, well organised and analytical.
- Excellent people management skills with the ability to motivate a team.
- Self-motivated and have the ability to make decisions.

This is an exciting challenge to play a significant role in the development and progression of Robimatic.

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

If you wish to apply for this position, please send your application to: Donna Rickwood at donna.rickwood@polypipe.com

Closing date for applications: Friday 20 September 2019

Robimatic is part of the Polypipe Group

Polypipe Operate an Equal Opportunities Policy

