

Polypipe Building Products

Sales Director

An exciting opportunity has arisen for a Sales Director to lead the Building Products Sales team. The successful candidate will be responsible for the planning, budgeting and delivery of the Building Products UK trading strategy ensuring the optimisation of product mix, volume and margin within the Residential structure.

The role will be to set and deliver stretching distribution, promotional and volume targets within the account portfolio and take action, where appropriate to maximise business benefit whilst promoting the Company at all times in a professional and positive manner.

The role;

- To gain a thorough understanding of customers' business objectives and marketing plans by establishing and maintaining multi-level and cross-functional contacts within the account portfolio.
- Agree the priorities for business development, based on a careful analysis of market conditions and opportunities.
- In conjunction with your team, develop innovative sales and marketing led account development plans that will maximise sales, product mix and margin performance with all customers.
- Coach, train and develop your team to enable them to continuously improve their performance, professionalism and competence.
- Implement and lead a performance management process to deliver maximum value for money from the sales team and to identify candidates for management development.
- Develop and manage sales / margin KPI's that are consistently and rigorously delivered.
- Develop and manage a reporting and impact assessment model to ensure that the evolution of commercial terms is fully understood.
- Develop and manage a sales forecasting model to support the S&OP process and to meet company-reporting objectives.
- Negotiate at senior level to maximise the benefit of any long-term supply agreements and contract terms that have been agreed.
- Develop long-term business relationships with senior customer contacts to ensure that Polypipe is perceived as a supportive trade partner wishing to maximise benefits for both parties.
- Encourage and develop cross Group targeting of project opportunities.
- Attend monthly management meetings and review meetings
- Assist in the development and implementation of company strategy and plans as required.

The skills and knowledge;

- Graduate level education
- A minimum of 4 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
- Knowledge of H&S and Environmental requirements
- Self-motivated with the ability to make decisions on own initiative.
- Reliable and trustworthy.
- Able to communicate at all levels.
- Computer literate to basic standards
- Fully aware of the company rules and procedures as laid down in the company employee handbook
- An enthusiastic people manager who enjoys seeing his/her team thrive and work towards challenging team/divisional targets

- Results orientated while building foundations for long-term business relationship.
- Ambitious, self-reliant, tenacious, and able to pursue objectives until they are achieved.
- Sets high standards of professionalism and operates with integrity, being commercially aware, well organised and analytical.
- Able to think strategically as well as tactically.

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

Closing date for applications: 26th April 2019

Polypipe operate an Equal Opportunities Policy