

Regional Sales Manager: North or South of England

At Humidity Matters Ltd and through our businesses including DSH, we create innovative Humidification solutions for buildings and building owners that challenge what's possible for a sustainable world. We are a company that constantly looks outside of the box to offer the best possible solution to our customer needs

Job Summary:

This is a great opportunity to join our UK Sales Team. You will be fully responsible for the development and growth of the region's customer base along with project management. Additional responsibilities will include the development and support of our nationwide Approved Installers and sub distributors.

Responsibilities:

- Assess customer requirements and advise on the most appropriate system, options to meet their needs based on comprehensive site surveys and liaison with the customer.
- Identify and develop New Business Opportunities and grow the sales of equipment as well as related services.
- Develop and grow the specification channel as well as the service and installation markets.
- Personal accountability for sales budget within the region / customer base.
- Work closely with the Company's administration and accounts to ensure a seamless service for our clients and customers.
- Quarterly sales reviews with the Director to ensure all aspects of the role are covered.
- Liaise with both new and existing customers to develop relationships to promote unit / spares sales, service, and installation projects.
- Liaise with the manufacturing factories and other suppliers when required to obtain price support to effectively price and win large projects.
- Work with the Directors to develop a business plan for the appointed region.
- Achieve the goals and targets as agreed.
- Prepare quotations for customers.
- The role may require overnight stays.
- Attend UK and International sales & technical meetings were required.
- Attend external training courses as required.

Qualifications:

- Full UK driver's license

- Qualification in Mechanical / Electrical Engineering, Refrigeration or applied experience in this field
- Minimum of 5 years successful HVAC sales experience

Key Competencies:

- Able to demonstrate technical sales experience, ideally within a HVAC background.
- Solid technical knowledge of products and solutions with the ability to identify the needs and provide the best solution for the customer.
- Effective sales and negotiation skills.
- CPD competencies
- Good self and Region management.

We offer a competitive salary and bonus scheme, fully expensed company car and a comprehensive benefits package.

We are an equal opportunity employer; all qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, sexual orientation, gender identity, national origin, pregnancy, age, marital status, disability or any legally protected status.

Please send your CV along with a cover letter and salary expectations to Andie Chessun (Director)

Andie.chessun@dristeemuk.co.uk

Strictly NO agencies