

REGIONAL SALES MANAGER

North East of England & Scotland

Néomitis[®] is a specialist in controls & heating products for residential and small office environments. Our product range covers thermostats, programmers, timers, radiant heaters, electric and hydronic heated towel rails and hydro-electrical heating devices for new build or renovation applications.

As part of continued growth plans, we are looking to recruit an ambitious Regional Sales Manager to further expand the company - targeting business within the Electrical, Plumbing & Heating markets across North East of England & Scotland.

The ideal candidate will have past experience within a similar role, operating within the Electrical, Heating & Plumbing sector - building relationships with merchant managers/owners, house builders, developers, contractors, sub-contractors and architects. It is essential that the ideal candidate has experience at selling within these sectors.

The RSM role require strategic thinking, and the successful candidate will have experience comfortably identifying new business and winning prospects with the capacity to maximise revenue opportunities whilst having the confidence in their ability to close a deal.

The role is externally based; field sales positions and the successful candidate must be able to work from a home location to conduct business activities.

Key Responsibilities:

- Identify market potential by qualify accounts.
- Initiate sales process by scheduling appointments; making initial presentations; understanding account requirements.
- Close sales by building rapport with potential accounts; explaining product/ service capabilities, overcoming objections and preparing contracts.
- Expand sales in existing accounts by introducing new products and services - developing new applications.
- Contribute information to the market strategy by monitoring competitor products/activities and feedback account reactions to management/marketing departments.
- Recommend new products and services by evaluating current product results; identify customer and market needs.
- Update job knowledge by participating in educational opportunities.

To be successful, you should have:

- Presentation skills/ experience.
- Working knowledge of Domestic Central Heating systems & standards.
- Verbal & Written Communication skills/ experience.
- Sales Planning skills/ experience.
- Territory Management skills/ experience.

We are offering:

- Competitive salary package.
- Company car
- Company phone and laptop etc.

Please send your CV to: john.barclay@neomitis.com - No recruitment agencies please.