



Job Vacancy

Technical Sales Manager

Location: Castleford, West Yorkshire
Hours of Work: 40 hours per week
Salary: Competitive + Bonus Scheme



The Role

We have an exciting opportunity for a Technical Sales Manager to join the Crendon Timber Engineering team. You will be responsible for the growth and maintenance of branch sales in the merchant, local developer & self-build markets as well as producing estimates and offering support to the wider region. We are looking for an individual with natural ability to build a rapport and communicate with customers, providing them with technical knowledge and experience to drive opportunities across our market sector.

Role Responsibility

Your responsibilities will include but not be limited to:

- Liaise with customers both in person and over the phone to forge strong relationships, delivering high levels of customer service.
- Organize site and customer visits to generate enquiries, obtain information and support our customers.
- Interpret customer requirements, providing efficient and professional estimates whilst ensuring cost effectiveness in line with KPI's.
- Deliver high levels of customer service, advising product availability, delivery dates, transport schedules and product lead times promptly and accurately.
- Proactively chase sales leads and opportunities in line with sales ledgers and KPI's.

Skills Required

Your skills will include but not be limited to:

- Confident written, verbal and interpersonal communication skills required to liaise with colleagues and customers.
- Good account management skills with both existing customers and development of new opportunities.
- Full and clean driving license and willing to travel.
- Able to work as part of a team in an open office environment but also be self-motivated to meet deadlines.
- Passionate about exceeding customer expectations and providing excellent customer service.
- Good understanding of I.T (use of Microsoft Office 365 suite). MiTek PAMIR experience preferably.
- **Experience is preferred;** however, development Junior and training rolls will be considered.

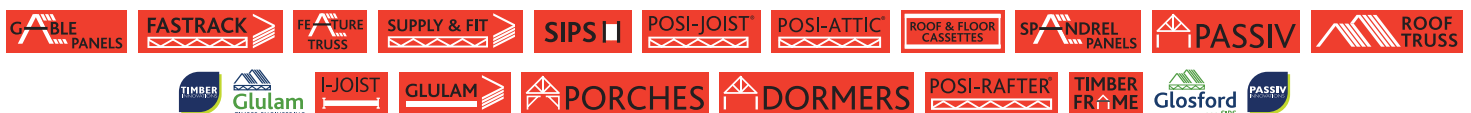
What do we offer?

We work hard to continuously improve our reward package, taking into consideration the view of every single employee to make sure we remain an industry leader. Some of the highlights of the fantastic benefits and rewards you can expect include:

- Generous holiday allowance
- Bonus scheme
- Health and wellbeing – mental, physical, and financial wellbeing portal
- Employee referral scheme

Applications

Please send your CV alongside a cover letter to: jo.dawson@crendon.co.uk



“...better by design”