

# Job Description



<b>Job Title</b>	<b>Area Sales Manager</b>		
<b>Reports To</b>	Regional Manager	<b>Team</b>	Water Management
<b>Normal Working Pattern (FTE)</b>	Monday to Friday	<b>Hours per week (FTE)</b>	34.5

Core Behavioral Values		Core Company Values	
<b>Honesty</b>	Trustworthy and genuine	<b>Ambitious</b>	A strong desire and determination to succeed
<b>Integrity</b>	Adheres to moral principles and does the right thing	<b>Collaborative</b>	Teamwork
<b>Respect</b>	Show consideration for others and treats others with kindness	<b>Original</b>	Able to think of and carry our new ideas and concepts

Core Purpose	
<ul style="list-style-type: none"> <li>Manage all ACO Water Management merchants and stockist customers in the agreed area with the aim of developing mutually profitable business activities and ensuring they have a strong awareness of all existing and new ACO Water Management products.</li> <li>Pro-actively seek to maintain stock requirements of the merchant businesses and manage incoming enquiries for all ACO Water Management products to achieve all Sales Targets.</li> <li>Work in conjunction with other ACO Area Sales Managers, Regional Sales Engineers, Key Account Managers, Regional Specification Managers and internal functions to achieve maximum results.</li> </ul>	

Key Accountabilities	
<ul style="list-style-type: none"> <li>Accountable for own effort, motivation, and contribution.</li> <li>Achievement of personal and company targets.</li> <li>Accountable for own Health &amp; Safety and the Health &amp; Safety of other employees.</li> <li>Ensure PAS99 and ISO rules and regulations are adhered to.</li> <li>Maintain confidentiality of all non-public company information at all times.</li> <li>Act in a professional and courteous manner at all times.</li> </ul>	

Main Tasks & Responsibilities	
<ul style="list-style-type: none"> <li>Develop strong relationships with Civils and Builders merchants across the agreed region, becoming the key point of contact for drainage solutions, taking ownership for, and managing all aspects of, own customer accounts.</li> <li>Through training and continuous personal development, maintain an understanding of all ACO Water Management products, their unique selling points and their applications of use.</li> <li>Work in conjunction with the regional team to form a robust business plan to secure growth of ACO products through merchant partners.</li> <li>Manage incoming ACO enquiries of the agreed value range, engaging with stakeholders involved in projects to secure sales in all product divisions.</li> <li>Daily use of Dynamics 365 to identify, monitor, and manage project enquiries.</li> <li>Manage branch stock through stock reviews, identifying customer requirements and identifying areas for growth.</li> <li>Engage with agreed Housebuilders/Contractors to increase demand for ACO products supplied through merchant partners.</li> <li>Promote new ACO products to the merchant industry across the agreed region.</li> </ul>	

The duties and responsibilities listed above describe the post as it is at present. It cannot be read as an exhaustive list of duties and may be altered at any time with management approval.



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## Skills, Experience, Behaviours & Attributes

- Strong communication, presentation and problem-solving skills.
- Understanding and implementation of CRM systems.
- Excellent organisational and time management skills with the ability to prioritise tasks and meet deadlines.
- Self-motivated, driven and able to work unsupervised with the desire and determination to succeed, achieve goals and company aspirations.
- Ability to think of and carry out new ideas and concepts.
- Personable, persuasive and influential.
- Ability to collaborate effectively with cross-functional teams and stakeholders.
- Act in a professional and courteous manner at all times.
- Proficiency, and demonstrate willingness to continuously develop proficiency, in relevant software tools and applications.
- Full valid driving licence (where required for role).

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