

Become part of the fermacell® success story and help shape the future of construction.

fermacell® has been setting standards in innovative building solutions and has become one of Europe's leading brands for fibre gypsum and drylining systems.

As we prepare to launch the new multi purpose fermacell® backer board, we are entering an exciting new phase of growth and market development. This is a unique opportunity to contribute to the introduction of an innovative product that will expand our portfolio and strengthen fermacell®'s position as a trusted partner for modern construction.

To help drive this exciting journey, we are looking for an area sales manager located inside the M25 or within 1 hours drive of London.

Area Sales Manager Channel – South East

in **fulltime** and **unlimited** for the **South East region**.

Your tasks

- Supporting the roll out of our new Backer board in distribution across the South East with a primary focus on London.
- Focus will be on Tile merchants, Large DIY outlets, buying groups and builder merchants.
- POS roll out into distribution, training of staff members, Contractor engagement to promote, train and value sale on our core VPS.
- Delivering aggregation events within stocking location through trade events demonstrating how to install fermacell® backer board system.
- Execute our PUSH / PULL strategy with critical dealers within your region.
- Managing all internal contractor and distribution leads.

- Using our CRM system Salesforce to manage key account information and track contractor conversions.
- Executing promotions with dealers and installers.
- Leading channel sales activities in your region, gathering insights about the market and competitors.

You are...

- **smart?** You have minimum three years sales experience with a track record in business development. In addition to that, you are knowledgeable in the Building Industry. You have strong administrative skills including CRM and excel.
- **driven?** Standing still is a foreign word for you. Your high level of self-motivation and get-things-done mentality drives you. You've got strong strategic and conceptual reasoning skills with an ability to deliver across a broad scope of activities. You're able to execute transformational sales processes and are comfortable with changing demand of the market place.
- **real?** You have strong interpersonal communication skills as well as good presentation skills (medium to large sized groups). You've got a positive attitude and positive orientation towards the business, its objectives and its customers. Commitment to the corporate culture, vision, mission and values are natural for you.

You don't meet all above mentioned criteria? Be brave and apply anyway! We offer a wide range of further training and are willing to develop you into the role, if necessary!

What we offer

- A very collegial atmosphere in a dynamic environment
- Continuous, individual development opportunities
- Attractive, performance-based variable compensation growth
- 24 days holiday per annum + bank holidays
- Pension plan
- 20% - 40% bonus plan
- Company car + fuel card
- iPhone & Dell laptop

Curious?

Then become part of James Hardie. We are only strong together as a team. Diverse employees drive innovation and growth. We are interested in what people think, regardless of culture, background, personal belief or physical disabilities. We are looking forward to getting in touch with you.

To make the process as fair as possible, we support anonymous applications without pictures, gender or date of birth. All we need for your application is a CV and your notice period. If you wish, you can also enclose certificates or other documents with your application.

Apply now!

Contact



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