



A good job is not hardie to find.

Become part of the James Hardie Europe GmbH success story. **Your Partner in Growth.**

We are the global market leader in fiber gypsum and fiber cement solutions with the fermacell® and James Hardie brands. With our ground-breaking innovations we change the way Europe builds. We are setting new standards in areas such as lean manufacturing, demand creation and implementing our push-pull strategy. Every day, our fantastic team combines the creative spirit of a start-up with the power of a global market leader.

To strengthen our team, we are looking for a

Area Sales Manager Channel – South East (f/d/m)

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

Your tasks

- Execute our PUSH / PULL strategy with critical dealers within your region.
- Managing all internal contractor leads direct and via the distribution channel.
- Aggregating / networking with contractors and demonstrating how to install James Hardie products.
- Customer relationship management via 6 dealer calls and 6 contractor calls per week whilst executing 2 regional director calls.
- Using our CRM system Salesforce to manage key account information and track contractor conversions.
- Executing promotions with dealers.
- Working as part of a regional team alongside the commercial, residential and Panel sales team within the South East.
- Leading channel sales activities in your region, gathering insights about the market, keeping your finger on the pulse of the competitor activities.

You are...

- **smart?** You have minimum five years sales experience with proven 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.

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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Senior Recruiter

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