



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.

We specifically promote the personal and professional development of our employees - through individual training and exciting projects. It's not just the company that grows with us, but also each individual in the team.

To strengthen our team, we are looking for a

Residential Specification Manager - South West region (f/d/m)

in **fulltime** and **unlimited**.

Your tasks

- With a focus on our cladding products and flooring solutions, you will be responsible to generate demand and grow our category and market share within the new build residential sector
- Create pull through demand for our channel by Partnering developers and architects to influence design
- Establishing and maintaining strategic partnerships in the residential housing sectors such as architects, National, regional and local house builders and other relevant partners and decision-makers such as timber frame builders and LA/ HA
- Participation in regional and national construction and trade fairs
- Delivering 30 CPD events per year to architects
- Acquisition of new customers (search and evaluation of potential objects), competition monitoring (incl. market analyses and observations) and trend analyses
- Technical support of planners, architects and house builders

You are...

- **smart?** You have minimum five years sales experience with proven track record in business development. Experience in building industry is preferred but not essential. You are strongly biased towards implementation and sales growth and have the ability to influence across the whole of the business. 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. You enjoy working in a team and are willing to travel. 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 cardiPhone & 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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