



## Field Sales Manager

<p><b>Role Description:</b> To establish and develop relationships with prospects and customers within your designated territory, through telephone contact, correspondence, personal visits and attendance at exhibitions. To ensure that all company sales targets are achieved whilst maintaining an exceptional level of customer service.</p> <p><b>Responsible to: Regional Field Sales Manager</b></p>	
<p><b>You will be expected to work with the internal sales team to achieve your area sales target through lead creation, effective contact and relationship building with prospects/ customers within your territory. You are expected to maintain high levels of working knowledge of Nu-Heat products and those of competitors, and should have a broad understanding of the legislation affecting the renewable/UFH market. You will ensure high levels of focus and motivation within the sales arena while maintaining an exceptional level of customer service.</b></p>	
Key Responsibilities	Activities
<p><b><i>Develop Leads and Enquiries</i></b></p>	<ul style="list-style-type: none"> <li>Co-ordinate with the internal sales team to identify and target high value potential prospects</li> <li>Provide a first-class service to enquiries generated through marketing activity and selected cold-call prospects to ensure all potential prospects are familiar with the Nu-Heat product offer</li> <li>Work your own allocated leads to increase numbers of installers in your area who partner with Nu-Heat</li> <li>Provide feedback on the requirements of installers in regard to our product and services</li> </ul>
<p><b><i>Progress Prospects</i></b></p>	<ul style="list-style-type: none"> <li>Identify prospect requirements, provide the required information and progress the enquiry, involving other members of the sales team as appropriate</li> <li>Follow-up appropriate prospects to ensure sales opportunities are secured.</li> <li>Handle all incoming phone and written requests from enquiries</li> </ul>
<p><b><i>Manage Customers</i></b></p>	<ul style="list-style-type: none"> <li>Focus on, and manage installers in your area</li> <li>Build customer relationships to establish an excellent experience of Nu-Heat.</li> <li>Negotiate prices where appropriate, within the company's pricing structure</li> <li>Convert quoted projects into orders using professional sales techniques</li> <li>Record all data in our CRM within SLAs</li> <li>For referrals, ensure relationships between installers and third parties are managed harmoniously</li> <li>Build effective relationship with appropriate Field Sales Engineer to partner with on site</li> </ul>

<p><b><i>Account Management of Repeat Customers</i></b></p>	<ul style="list-style-type: none"> <li>• Effectively manage and take responsibility for our customer base in your area</li> <li>• Work closely with the sales team and marketing team to align activities, identify business opportunities and share expertise</li> <li>• Maintain telephone contact with selected accounts irrespective if that account has live projects</li> <li>• Build repeat business through developing our installer network</li> <li>• Identify and develop targeted key accounts to deliver profitable growth</li> </ul>
<p><b><i>Working in the field</i></b></p>	<ul style="list-style-type: none"> <li>• Have a good understanding of your territory</li> <li>• Plan your journeys to maximise your number of quality contacts per day</li> <li>• Be cost conscious with your expenses</li> <li>• Maintain an agreed level of contact with your team including attending team meetings as appropriate</li> <li>• Support the company at Trade shows</li> </ul>
<p><b><i>Technical Skill and Knowledge:</i></b></p> <ul style="list-style-type: none"> <li>• Field sales experience</li> <li>• H&amp;V industry knowledge</li> <li>• Under-floor heating experience</li> <li>• Project and account management experience</li> <li>• Well developed interpersonal, networking and negotiating skills</li> <li>• Able to manage and prioritise own workload</li> <li>• Renewable industry knowledge is desirable</li> <li>• Independent self-starter</li> <li>• Excellent levels of customer service</li> <li>• Valid UK driving licence</li> </ul>	