

BRETT LANDSCAPING AND BUILDING PRODUCTS

Merchant Sales Department Area Sales Manager – South East

Brett Landscaping & Building Products Head Office Kent,
Sussex, Surry, Essex, South London (Remote).
Competitive Rate of Pay and Benefits

THE ROLE

- Increase volume, revenue, and margins of landscaping products, through Builders Merchants stock sales.
- Generate sales through Installer Network and back-sell through Merchant Stock.
- To proactively promote BLBP products to existing & target customers through developing close relationships with key individuals in these organisations.
- Managing Key stakeholders to maximising the level of business within the designated customer sector through enhancement of business relationships, increased levels of focus & proactive account management.
- Ensuring all customer records & project tracking is fully up to date.
- Source and support new clients with senior management to enhance the areas existing sales strategy and growth targets.
- Reporting against KPI's & personal objectives.
- Ensuring regular communication regarding opportunities with the internal & external sales team.

THE REQUIREMENTS

- Proactive and self-motivated individual with excellent communication skills.
- Proven sales experience / history of exceeding targets / budgets
- Gain an in-depth knowledge of the BLBP product range & service offering together with the USPs.
- Experience in handling with customer complaints.
- Exceptional IT and social media skills and with the ability to engage with customers on video calling.
- Enthusiastic presentation skills for online and in person product training
- Strong experience in lead generation and identifying new opportunities.

TO APPLY

To apply, please email a CV with covering details to,
Land.recruitment@brett.co.uk

The closing date: **29th March 2024**

Brett Group operates an Equal Opportunities Policy

Brett is the UK's largest independently owned building materials Group with over 60 sites across the South, South East, East and Midlands and employing over 700 people.

Part of the Brett Group, Brett Landscaping and Building Products produces and supplies a variety of hard landscaping and building products including block and decorative paving, decorative aggregates, and specialist kerbs. Primarily distributed through builders' merchants and garden centres, all our products are backed by technical and product expertise.

With a reputation for excellence, we offer superb development opportunities to people keen to be a part of our continued growth. As an independent business we can offer real job satisfaction in an environment which encourages you to contribute, supports you in getting the job done and enables you to become part of a team that delivers building materials for big ideas.