



LEESON POLYURETHANES LTD

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AREA SALES MANAGER SOUTH AREA

We are one of the UK's leading manufacturers of urethane formulated systems and specialise in the manufacture of industrial coatings, decorative coatings, binder systems and structural adhesives. We are part of ICP, one of the leading coating and adhesive manufacturers in the US.

The company wishes to recruit an AREA SALES MANAGER to sell its technically advanced products to industrial users, installers and distributors in THE SOUTH OF ENGLAND. This person will be a self-motivated individual with sales experience and a proven track record.

You will prospect and develop commercial sales, and primarily call on contractors, distributors and other "key influencers" such as general contractors, specifiers, building owners, etc.

In this role you will be responsible for the following:

- Identify, qualify, and pursue new prospective accounts in the OEM and Distribution channels, while maintaining existing customers.
- Prepare opportunity lists with monthly updates.
- Define the competitor's market share along with advantages and weaknesses.
- Entrepreneurial and results focused to meet sales and profit goals.
- Proactively engaging with prospects and effectively articulating our value proposition to meet or exceed the customer requirements and performance standards.
- Participate in annual planning and sales forecasting process.
- Responsible for marketing intelligence gathering: Reviews and analyses market, product performance, and other sales related data.
- Establishes objectives and priorities, ensuring they support the organization's business plans.
- Report weekly through our Salesforce CRM.
- Service existing and prospective customers through regular visits and correspondence.
- Work with the Technical department, perform adhesive and other product trials and problem solving in the field.



Requirements

- Ideally 2:1 Science based degree preferably in Chemistry/Material Science (Polymers) plus proven sales experience of technically advanced products.
- Travel by car up to 75% during the course of business.
- Experience with Microsoft Office software programs.
- Experience in building client relationships and handling existing customers to upsell, secure new business and revenue growth.
- Excellent interpersonal skills, both verbal and written.
- Skilled in time management, prioritisation, and planning skills.
- Must be a team player – able to collaborate within the sales department and work effectively with other business functions.

The position offers a competitive base salary and bonus scheme and above all the opportunity to work with a highly successful team.

Successful candidates will be expected to be located within the Sales Area – UK. Further details can be provided on the request.

A company car together with the usual benefits is provided.

HOW TO APPLY: Please send a CV and covering email to lpusales@icpgroup.com