

SPECIFICATION SALES MANAGER

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As a driver of innovation, Viega is one of the most important technology leaders in the heating and plumbing industry. We develop intelligent systems and integrated digital solutions. Quality is incorporated into everything we do. We believe that this is about much more than supplying pipelines. We turn spaces into living rooms: More comfortable. More intelligent. More secure. More sustainable.

We are looking for a Specification Sales Manager to complete our London sales team.

Your tasks

- Drive the achievement of sales targets within your designated area
- Track and manage construction project opportunities in your region
- Work closely with sales team on project leads for successful project handover
- Visit customers and potential customers on a daily basis
- Acquire new customers and manage existing ones
- Provide expert advice and support in drawing up plans for project tenders and their follow-up
- Foster intensive collaboration with commercial and technical staff, both field and office workers
- Deliver face-to-face and online CPD presentations and live product demonstrations
- Engage in continuous dialogue with customers and expansion of the company's market position

Your profile

- You have significant specification experience, ideally in the sanitary and heating industry
- Demonstrable expertise in executing and managing projects
- Knowledge of Revit would be an advantage
- You have a high level of planning skills
- Proficient in CRM systems, in particular Salesforce, with a confident command of tools for managing customer relationships
- Proficient IT skills: Powerpoint, Outlook, Teams, Showpad, Excel, Glenigan and NBS.
- Teamworking ability, commitment to achieving goals, enthusiasm and organisational skills
- Strong consulting and negotiating skills complete your professional profile
- Communicate openly and concise to all areas within the business in a professional manner

Contact person: Scott James on 0204 582 6495

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