

Gerflor and Gradus offer products which are ideal for use in a wide variety of applications including healthcare, commercial office, education, retail, hospitality & leisure, and housing. Products can be combined to provide a complete package that balances performance, aesthetics and cost alongside environmentally responsible manufacturing processes.

Due to our ongoing success, we now have a vacancy for a

Junior Area Sales Manager – Distribution

Field Based – South UK

What the role looks like....

Reporting to the Regional Sales Manager Distribution, South the role will involve calling via an agreed journey plan on approx. 6 Flooring Contractor customers as well as Distribution branches per day.

Each call will revolve around promoting the Groups brands namely Gerflor Safety Floorings and Latour carpet tiles as well as the Gradus Accessories

- Responsible for ensuring that all point of sales in the untrusted territories have the needed support in marketing tools (sample cards, brochures etc...) to strengthen the products exposure near the market.
- Train the flooring contractors and distributors ASM on the benefits attached to Gerflor/Gradus products.
- Enhance the need to pass-back order to distribution for products attached to a dedicated product basket and this within clear pre-set guidelines.
- To cross-sell whenever possible and this aligned with the strategy set.
- Working in close daily relationship with the Regional Specification sales teams
- Gathering market intelligence data to report back into the Marketing department which will help develop future strategies in this marketplace.

Skills ...

- Entrepreneurial
- Strong communicator
- Hunter mentality
- Computer literate (Word, Excel, PowerPoint)
- End goal focused.
- Good networker/collaborator
- Autonomous
- Driven

What we would like you to bring....

- The role is ideal as an entry level position to start a career in sales and marketing.
- Minimum A level education level
- This being a junior position the training and learning will be provided during the planned period for adaptation.
- Hard working mindset
- Ambitious and keen to develop their career with a global company through hard work and a commitment to the business.

What we can offer....

- 26 days annual leave plus bank holidays (4-5 days saved for Christmas)
- Holiday purchase scheme
- Employee Benefits Platform provided by VIVUP which includes Employee Assistance Programme - 24/7 free confidential advice Discounted Gym Membership, discounted high street shopping and Cycle to work scheme.
- Proactive and supported Probation Period - usually 6 months
- Group life insurance and death in service
- Pension auto-enrolment after 3 months
- Occupational Health Services
- Employee Assistance Programme - 24/7 free confidential advice
- Discounted Gym Membership with Everlast Gym
- Extremely high retention rate and family orientated business

Eligibility Criteria...

You must have the right to work in the UK, and valid residency status and a full Driving Licence to apply for this role.

Applications should be made in writing with a current CV, to recruitment@gradus.com , or in writing to the HR Department, Springbank, Brunel Road, Macclesfield, SK11 0TA,

For more information, please visit our websites.

www.gerflor.co.uk **www.gradus.com**