



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 an

Specification Manager

**Field Based....
Covering IRE - Dublin**

What the role looks like...

As Specification Manager (Ireland), you will be responsible for the development and growth of Gerflor & Gradus specification in Ireland by establishing relationships with specifiers, design teams, main contractors, flooring contractors and other partners.

Duties and key responsibilities...

The key objective of this role is to become the primary 'specified' product on commercial/sport, residential flooring, floor accessories, matting and wall-protection projects through Ireland.

Significantly enhancing the awareness, relationships and interactions with Specifiers.

Building a strong bank of architects in Ireland (NI / ROI) who are committed to Gerflor & Gradus, and share the objective goal of achieving solution-based outcomes where both partners can add value to one another through collaboration.

Carrying out frequent CPDs, training/product awareness sessions and trade shows throughout Ireland to increase product awareness and market familiarity of Gerflor & Gradus products.

Ensuring the maximisation of cross-selling opportunities on all projects, through educating specifiers and designers on the full spectrum of Gerflor & Gradus products

Logging all activity on ONECRM and liaising frequently with the Irish commercial team to ensure the sharing of knowledge on projects, participants, products and routes to market information.

Following up on specification opportunities or leads for registered projects that have come from the Irish commercial team or the technical team in Macclesfield.

Interacting closely with Gerflor & Gradus segment managers to fully leverage any specification opportunities and keeping everyone informed so that the business can fully capitalise on project opportunities.

Specific to this role, we ask that you...

Seek to achieve KPI's on 'New Projects', 'Converted Projects', 'CPDs', 'New Specifiers', 'Successful Specifications', 'Linked Sales' and ONECRM conformance.

Develop a 3-year multi segment specification plan for Ireland (NI / ROI)

Partake in rigorous use of the ONECRM system to register all activities and project related information to keep precise records on an ongoing basis, for projects in the territory concerning targeted market sectors.

Promote and achieve specifications of Gerflor & Gradus products by calling on specifiers such as Architects, Main Contractors, Interior Designers, Local Authorities, Local Builders, Quantity Surveyors and end users.

Promote the company's products by calling on Flooring Contractors, Main Contractors, Distributors and end users.

Regularly organise CPD seminars with specifiers with a minimum of 60 per annum
Participate actively in trade shows where Gerflor exhibits, as well as in road shows organised in conjunction with distributors.
Provide market intelligence concerning competition, distribution, product trends, standards, etc.
Contribute significantly to the Irish collective strategy, as well as in product field tests.
Attend customer trips to factories when needed.
Inspect, when necessary, complaints on behalf of the company

What we would like you to bring...

A strong team player ethos
A dedicated drive to any and all tasks that come your way.
Strong communication and presentation skills, and experience in creating relationships with a B2B focus.
A willingness to travel extensively.
Excellent networking skills and the ability to develop long-term oriented business relations
Knowledge of the industry and the willingness to learn the minute details of Gerflor & Gradus operations and products in order to effectively communicate with specifiers, customers and contractors alike
Computer literacy, incl. Excel, Word, PowerPoint and in-house systems

What we can offer...

In return, we offer many benefits, both company-wide and role exclusive. For this role, we will provide:
A 12-month adaptation period where you will have our full support.
A competitive salary
With 35% of salary bonus opportunity
Access to a company car, laptop and mobile phone

On top of this, we offer all of our employees...

26 days annual leave plus bank holidays (4/5 days saved for Christmas shutdown)
Employee Benefits Platform provided by Vivup which includes Employee Assistance Programme - 24/7 free confidential advice.
Discounted Gym Membership, discounted high street shopping - 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
High rate of longevity of service
Family orientated business (i.e. children's Christmas party and social events)

Eligibility Criteria...

You must have the right to work in the UK and have valid driver Licence and residency status to apply for this role.

Applications should be made in writing with a current CV detailing relevant experience, to recruitment@gradus.com

Or in writing to the HR Department, Springbank, Brunel Road, Macclesfield, SK11 0TA

For more information on our company please visit our website

www.gerflor.co.uk www.Gradus.com