



**Reliable Fire Sprinkler (UK) Ltd**  
**Job Description**

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Job Title:	Regional Sales Manager
Department/Location:	Based from home, reporting to the Hamburg Office covering the regions of Belgium, The Netherlands, Luxemburg, Spain, Portugal and Italy.
Reports to:	Director of Sales EMEA
Responsible for:	n/a
Hours of work:	35
Salary Range:	TBC

**Summary of Position:**

To manage all aspects of the Company's Sales Management Activities in the Defined Sales Territories to Customers, Prospects & Distributors, in accordance with agreed Business Plans.

**Key Duties/Primarily Responsibilities:**

- To work with the European Sales Director in managing sales to the territory in the most effective way, promoting and achieving sales targets for both RASCO and System Components product groups.
- The main corporate representative for Reliable in the region.
- The principle contact for nominated key accounts, communicating via written correspondence, telephone and direct visitation.
- Responsibility for management of customer accounts for sales orders, quotations, commercial, technical queries and general issues.
- Research gather and act upon market information within those nominated regions.
- Plan, prioritise and promote sales of all products offered by the Company.
- Manage the pricing policy in accordance with company directives.
- Assist the customer service team and credit function with general account issues ensuring accurate flow of information.
- Maintain accurate and up-to-date Customer Records, including all contact information and Price Lists with CRM system.
- Sales forecasting and budgeting for nominated accounts.
- Assist with any local approval processes.
- Manage and attend regional exhibitions and shows.
- Adhere to all company policies with relevance to ethical and anti-bribery policy.



## Personal Specification

	Essential	Desirable
<b>Qualification &amp; Training</b>		<ul style="list-style-type: none"><li>• University degree</li><li>• Fire industry qualification</li></ul>
<b>Requirement</b>	<ul style="list-style-type: none"><li>• Excellent sales, communications, rapport building skills and integrity</li></ul>	
<b>Qualities and Attitude</b>	<ul style="list-style-type: none"><li>• Ability to travel freely across the region</li><li>• Regular customer visitation throughout the region</li></ul>	
<b>Product Knowledge</b>	<ul style="list-style-type: none"><li>• Extensive experience within the fire industry.</li></ul>	

<b>Competencies:</b>	<ul style="list-style-type: none"><li>• Excellent communication skill</li><li>• Ability to use initiative when working alone</li><li>• Problem solving</li><li>• Ability to organise workload, time and travel management</li></ul>
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## Prepared by

<b>Name:</b>		<b>Signature:</b>		<b>Date:</b>	4 June 2019
<b>Title and/or Department:</b>					

**Note:** This job description is not exhaustive and will be subject to periodic review. It may be amended to meet the changing needs of the business. The post holder will be expected to participate in this process and we would aim to reach agreement on any changes.

*We are an equal opportunities employer*