



GRADUS

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

Key Accounts Manager (Industry Specialist)

**Field Based....
Covering the North of the UK**

What the role looks like...

Reporting to the Industry National Sales Manager, this unique role combines business development and national sales responsibilities within the industrial sector. This role is field based and covers the north of England and Scotland.

Managed day-to-day by and with the Regional and Distribution Sales Managers, you will be responsible for...

Developing sales for the relevant product baskets, including Homogenous, ESD, Looselay and Gradus Accessories and Wall Protection products – inclusive of cross-selling
Developing a key contractor network that is closely aligned with the Clean Room market to provide installation, service and guidance to end user clients.
The matrix to advise on Market Intelligence and the development of the product offer to gain competitive advantage for Gerflor.
Segment approach (as defined by GBI)
Affiliation to government industry bodies and relevant liaisons

In detail...

You will be responsible for national sales and business development of the Industrial Sector in the UK.

Your primary market focus will be:

Pharmaceutical/High Technology in defined industry customer base and research facilities

Your secondary market focus will be:

Heavy Industry as defined by Group Industry approach.

Your customer focus will be:

70% end-user, 30% designer/contractor/installer

What we would like you to bring....

Entrepreneurial skills
Strong communication skills (with the ability to train the company generalist sales to the industry products basket)
A hunter mentality
Computer literacy (Word, Excel, PowerPoint, in-house CRM)
A focus on the 'end goal'
Strong networking and collaborative skills
An autonomous nature
A strong drive to succeed

The experience we are looking for...

A minimum of 5-8 years in field sales
A business development background
A proven sales track record
Experience operating in a technical sales environment with a B2B bias
Detailed knowledge of the industrial/pharmaceutical sector
Experience in building an approved contractor network

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)
Annual discretionary bonus at Christmas
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