



Job Specification

For: Sales

Ref: VR/01384

Job Description

SALES ROLE

Job Overview

Based in SW London, we are seeking someone to run the sales for a newly formed aluminium and timber door and window business. We have an established construction business that has existing orders with residential customers. We are looking to expand this and offer this as an independent service utilising existing manufacturing and professional relationships. Liaising with suppliers and installers and generating new leads through the use of technology, networking and possibly existing relationships. This is also an opportunity to be heavily involved in the set up and for the right person, the eventual running of this exciting new business involved in providing glazing solutions to end users and other contractors/architects/specifiers.

The ideal candidate will have proven sales experience, ideally from the mid-high end glazing industry, some leadership skills and an ability to manage teams effectively while ensuring project goals are met within specified timelines. This role requires someone to drive sales and oversee all elements of the installation of aluminium doors and windows as well as hard wood windows, liaising with suppliers, managing installers, marketing, generating sales and raising invoices and chasing their settlement. You need to be dynamic and motivated, have good interpersonal skills and willing to work hard to secure sales and provide a high quality service throughout the process and be prepared to assist in growing the business.

Duties

- Manage the current projects from survey to completion, managing various parties in the process.
- Assist in the creation of marketing material including a website, marketing information and branding for the business.
- Develop relationships with suppliers and fitting teams and manage the installation process from start to finish.

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- Selling to new clients and establishing new relationships with contractors, specifiers and architects.
- Lead on pricing projects and setting budgets as well as monitoring and controlling overheads and expenditure to maximise profits.
- Expanding the team as the business grows and managing the team in setting direction and goals and monitoring the achievement of those.

Skills

- A good team player with demonstrable sales experience, some management experience and strong management potential.
- Good interpersonal skills and an all-round good communicator.
- IT literate with good Excel experience
- Motivated and keen to work hard to assist in the creation of an exciting new business.
- Clean driving license

Job Type: Full-time

Pay: £45,000.00-£70,000.00 OTE per year

Benefits:

- Company car
- Pension

Compiled by : **Fiona Louch**
Compiled on : **04/15/25**

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