

JOB DESCRIPTION

Original Style has celebrated over 30 years as a successful tile manufacturer, importer and distributor and is a leading global tile supplier with a strong presence in 48 countries worldwide. We have been producing high quality tiles in our factory in Exeter, Devon, since 1986 and we offer a wide range of products - from contemporary large format wall and floor tiles to hand-finished glazed tiles designed in-house. Tiles are our craft and we are committed to manufacturing using traditional techniques teamed with state of the art technologies. We also source original and innovative tiles for our collections from across the globe, such as our unique glass products and mosaics, enriching our collections for a truly versatile choice. The key to our success is the experience of our highly skilled designers and craftspeople, showroom experts, customer service and all support functions who make it a priority to ensure customer experience excellence throughout each stage of their journey with us.

With circa 220 employees, 14 tile showrooms and a global network of retailers, Original Style is committed to continuous development as an industry leader. We have ambitious plans to develop our Brand, focus on our own manufactured product ranges, plus open more of our own retail showrooms, to further grow as a business. Your growth is equally important to us – we will support you to reach your full potential and achieve your personal development goals.

JOB TITLE: AREA SALES MANAGER

BASED: IDEALLY BASED IN THE BRISTOL AREA WITH EASY ACCESS TO THE M5/M4 CORRIDOR

DEPARTMENT: SALES

REPORTS TO: ASSOCIATE U.K. AND EXPORT SALES DIRECTOR

PURPOSE OF THE ROLE

This is an exciting opportunity for a bright, enthusiastic, energetic individual with a flair for interior design to join a successful global manufacturer and distributor of floor and wall tiles within their U.K. Sales Team. A tenacious sales professional would describe the incumbent.

The purpose of this role is to develop/exceed sales levels against set Company targets, to research leads, opening accounts where appropriate and in line with corporate strategy and to maintain/improve long term customer relationships. The incumbent will become a specialist within the field, feeding back information on all aspects of the porcelain and ceramic market, including product trends and competitor operations. There is also an expectation that the individual will stay within territory away from home and/or work outside of normal hours on occasion to maximise visibility with the client network and sales time in call.

MAIN RESPONSIBILITIES

- Develop and deliver a call plan that, coupled with agreed KPI, will drive Company sales and develop dealer relationships with the U.K. independent tile and KBB sector.
- Maintain and create a rapport with new and existing dealer networks within the Area Sales Manager's geographic territory.
- Develop a pipeline of commercial sales opportunities. Focussing on factory made product
- Provide feedback to internal departments such as Customer Services, Marketing, Purchasing, Production and Warehouse to aid ongoing territory growth.
- Become a product expert through training and by researching Company literature, such as web, social sites, brochures for product/technical information and prices.

- Data analysis/development to offer territory insight and emerging trends to the Associate U.K. and Export Sales Director in line with requests made and job responsibilities.
- Ensure CRM accuracy and through effective reporting/planning understand how these tools help to drive sales growth.
- Deliver new product, brand and technical presentations.
 - Meet on-going customer service requirements, as needed. Work closely with the assigned Customer Services Advisor and U.K. Retail & Contracts Customer Services Manager.

- Ad hoc - Stakeholder involvement for multi-departmental benefit

HEALTH AND SAFETY

- Endorse and promote a positive and conscious health and safety culture within the Company. Ensure always take reasonable care of their own health and safety and that of others who may be affected by their acts or omissions.
- Ensure compliance with all health and safety, quality and human resource policies and procedures of Original Style.

These are the main functions of the job but the incumbent may be required to carry out other duties as may be reasonably required to meet the demands of the business.

PERSON SPECIFICATION

To succeed in this role the person needs to:

- Demonstrate a successful field sales track record, ideally B2B sales.
- Possess excellent communication skills to be able to communicate product information and brand clearly and concisely. The successful incumbent will have outstanding interpersonal skills and be articulate in their delivery of their sales presentation.
- Demonstrate an understanding of marketing (including social media) and how this helps develop sales growth.
- Understand interior design/fashion and or have a sales background within the tile/bathroom/kitchen industry sector.
- Be very social and outgoing but having the ability to spend time on their own on the road and in hotels, when required to stay away overnight on business.
- Have an enjoyment of driving with a full (ideally clean) driving licence.
- Be IT literate - competent in Word, Excel, PowerPoint and CRM; demonstrate intermediate level.
- Be highly organised with good route planning and time management skills. Able to work to tight timescales and budgets.
- Be a self-starter with the ability to work on your own initiative, but within the confines of the Company's resources and timescales.

REMUNERATION AND BENEFITS

We offer a competitive salary and benefits including a contributory pension scheme, 23 days holiday (increasing to 26 days with service) plus public holidays, staff discounts, death in service cover and Medicash Healthcare Cashplan (including shopping, travel and gym discounts). In addition there is structured training and the potential for career progression within our growing dynamic Company.

BACKGROUND INFORMATION ON ORIGINAL STYLE LIMITED

Please refer to the following websites: <http://www.originalstyle.com>
<https://www.clayandrock.co.uk>
<http://www.designworkstiles.com>
<https://www.countytilewarehouse.co.uk>

LOCATION

Original Style is based in air-conditioned offices with parking close to junction 30 of the M5 at Falcon Road, Sowton Industrial Estate, Exeter, Devon, EX2 7LF.

HOW TO APPLY

Applicants should send their CV and a covering letter (including salary expectations) to Jade Calvert, Human Resources Advisor preferably by email to jcalvert@originalstyle.com or by post to Original Style Limited, Falcon Road, Sowton Industrial Estate, Exeter, EX2 7LF.