**Job Description**

**Role: Specification Sales Manager**

**Location: North West and East Midlands Area.**

**Salary: Competitive**

**Type: Full Time**

**Car: Fully expensed company car**

**Additions: Full training provided**

 **Phone, Laptop, Expense Account**

**Apply to: Rachel Jones, HR Manager,****rachel.jones@ipgroup.one**

**The Company**

Newmor is a wallcovering manufacturer and distributor of commercial wallcoverings for the Hospitality, Healthcare, Marine and Commercial sectors globally. Having offices in the UK, Poland, KSA and Dubai, further supported by a well established distributor network, we’re currently operating in over 80 countries worldwide.

**Role Objective**

Adapting a strategic approach, you will develop business with nominated accounts, working primarily with Interior Designers and Hotels directly on specifications, you will be responsible for the achievement of agreed business, projects and revenue targets.

**Key Tasks**

* Daily face to face meetings with nominated accounts.
* Updating the companies CRM system reflecting information gathered.
* Prospecting for new clients and opportunities
* Identifying and follow up opportunities ready for conversion to sales.
* Gather Market Information.
* Present products in a professional and enthusiastic manner.
* Meet targets set by Management reflected through set KPI’s

**Skill Set**

* New or recent graduate, ideally in design (but not essential)
* Excellent interpersonal and communication skills.
* Must be self-motivated.
* Excellent IT skills.
* Current clean driving license.
* Ability to work accurately under pressure.
* Must have a flexible approach.
* Must be technically competent for their duties.
* Must be organised.
* Must be able to work closely and in liaison with other departmental Managers.
* Must be able to identify and resolve potential and actual problems with timely conclusions.

The above tasks and skills are not exhaustive and may be added to and varied from time to time to meet the needs of the business.