

# come and work with us



## Sales Manager

### The Role:

Manage the sales team ensuring targets are met and that our business achieves growth in line with our strategic plan.

### Key Responsibilities:

#### Sales

Achieve growth in all areas of BCS and ensure that we are in line to hit our sales targets at all times by monitoring our sales on a daily basis and managing our sales team.

Manage a customer portfolio of key accounts and specialist projects and ensure that all targets are achieved.

Build strong lasting customer relationships with all our key accounts (top 20 as a minimum) and ensure retention of our key accounts remains a top priority.

Build strong lasting supply chain relationships with all our key supply chain partners to ensure that you are up to date with the latest products and innovations surrounding our products and services and share these with our BDM to ensure they are captured and plans are in place to increase market share.

Build strong relationships with Barhale senior managers, staff and sites to ensure that we generate leads for our business and ensure that these are followed up.

#### Business Development

Offer full support to our BDM on PQQs, Tenders and Major Projects that benefit our business.

Work closely with our BDM and Marketing Manager to ensure that we are targeting the right customers with offers, promotions, clearnaces and special offers. Identify mailshots and exhibitions that we should be carrying out as a business. Ensure that customer feedback is obtained and shared on a regular basis to make our business more effiiecent and to ensure that customer service remains at a high standard

Monitor our competition from a sales perspective and ensure that all information is shared with our BDM, this could include promotions, offers or new products and innovations

#### Customer Relationship Management

Manage our CRM system to ensure that all customer information is up to date and that our sales team are logging all activities and opportunities.

Regular networking is required on a regular basis at industry events and exhibitions, building relationships around customers and future recruits for our business.

Ensure that customer complaints are dealt with and addressed in a timely and professional manner and closed out correctly with all necessary departments and managers.

#### People

Manage the external sales team ensuring that set targets are met on a monthly basis e.g. turnover, profit, trading customers, new customers, calls and visits.

Work closely with our BDM and Internal Sales Team to ensure that all new enquires, new prospects and opportunitites are followed up or passed onto our account managers to be followed up and managed to maximise repeat leads

Ensure that regular one to ones are carried out on a monthly basis and that coaching, mentoring and performance is incorporated into the one to ones.

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Ensure that Sales meetings are in place on a monthly basis as a minimum and that sales results (KPIs) are shared with the team.

Manage, develop and motivate your team to ensure they achieve maximum performance and manage any disciplinary or performance issues in line with company procedures.

Identify development and training needs for all personnel via the PDR process.

## **Reports & Administration**

Complete a winning works summary on a monthly basis that contributes towards our board report submission

Share good news stories; major wins, new accounts, high profile orders, tender success on all relevant platforms including Barhale news and communication cascades that raise the profile of BCS

Ensure that sales dashboards and KPIs are maintained and shared with your team on a monthly basis

## **Key measures & targets:**

Sales Targets; own targets and the team

New customers, minimum of 10 new accounts per month

Retention to remain above 75% in respect of trading customers

Customer satisfaction to be of the highest standard with minimal complaints at all times

## **Key relationships:**

Business Unit Manager

Business Development Manager

External and Internal Sales Team

Accounts Department

Barhale Senior Management

Key Clients

Key Suppliers

## **Person Specification:**

The successful candidate is likely to meet all of the following criteria:

### **Essential**

Detailed knowledge of sales

Experience in building relationships at all levels to drive our business forward

Strong verbal and written communication skills

Strong presentation skills

Good time management and planning skills

Ability to prioritise workload and meet deadlines

Team player

IT skills, CRM and design software experience are essential

### **Desirable**

Experience of working in the construction industry.

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## Benefits:

As well as offering a competitive salary, remuneration for this role includes flexible benefits, which provides a range of guaranteed benefits including but not limited to:

- Company car/car allowance
- 5% Company pension contribution
- Life Assurance at 2 x notional salary
- Single persons private medical cover
- Permanent Health Cover

## About Barhale:

Barhale is one of the largest privately owned infrastructure specialists in the UK and was originally formed in 1980 as a specialist tunnelling contractor diversifying over the years into various civil engineering areas. Barhale works UK-wide across the water, transport, energy and developer services sectors providing design, construction and maintenance services under long-term contracts, with blue-chip public, regulated and private clients. The company employs over 600 people in the UK, has an annual turnover of £120m and a distinctive set of values that are fundamental to our approach to business sustainability.

Our business activity is carried out for the following principal sectors:

**Water:** Civil Engineering, Tunnelling, Pipelines and Utilities

**Transport:** Rail, Aviation, Waterways, Highways and Bridges

**Energy:** Power Generation, Power Transmission and Distribution, Waste

**Developer Services:** Civil Engineering across private sector developers UK wide

**Specialist Businesses:** Tunnelling, Mechanical and Electrical and Barhale Construction Services (BCS Group)

## How to apply:

Please send your current CV and covering email outlining your suitability for the role and quoting the reference number to [careers@barhale.co.uk](mailto:careers@barhale.co.uk).

We are an equal opportunities employer. We are determined that no job applicant or employee receives less favourable treatment on the grounds of sex, pregnancy or maternity, gender re-assignment, sexual orientation, religion or belief, marriage or civil partnership, age, race or disability. All information will remain confidential to Barhale and will be handled in accordance with the requirements of the Data Protection Act.