

Career Opportunity

NUDURA – The leader of Manufactured Insulated Concrete Forms (ICF), the simple path to a better built environment, is currently looking for an experienced, motivated, and determined individual. If you want to affect change in the way our world is built, then come join our team as a; **Regional Sales Representative.**

Job Status – Full Time

Location – United Kingdom

This position requires a dynamic, professional person with strong interpersonal skills and strong construction knowledge who can work with the current Sales team to help with the expansion of the NUDURA business platform.

Candidates Roles and Responsibilities:

- Builds and cultivates prospective relationships by initiating and conducting follow-up communications to create awareness and provide additional product/service information with new and existing prospects and clients, developing and managing a pipeline for new business and consistently setting qualified meetings
- Research and qualify potential distributors (as set out in NUDURA's guidelines)
- Present Corporate sales presentations
- Attend and assist in the coordination/set-up of trade shows as required by NUDURA
- Develop architectural interest in NUDURA through field presentations
- Contact key decision makers and generate interest with commercial developers/contractors
- Works with Director of Sales to develop and grow the sales pipeline to consistently meet revenue goals.
- Works directly with channel partners to understand their needs for support of the sales cycle: setting daily, weekly and monthly targets and exceeding them.
- Builds quick rapport, works seamlessly with internal and external customers
- Attends meetings and prepares content when needed.
- Aggressively prospects, researches and develops leads using a variety of sources.
- Maintains sales database, by managing data for new and prospective clients in Microsoft Dynamics; ensuring all communications are logged, information is accurate, and documents are attached.
- Manage sales tracking tools and reports on key sales strategies, campaigns, trends, markets, etc.

Requirements: The successful candidate must have proven sales skills, ICF construction knowledge and must demonstrate the following:

- 5-7years experience in Sales
- Minimum 10 yrs. in construction industry – ICF experience is required.
- Must be willing to travel extensively when required
- Excellent analysis and reporting skills
- Excellent presentation skills
- Proficient in Microsoft Office (Outlook, Word, PowerPoint, etc.)

Attributes:

· Service Oriented, strong communication skills, organized, punctual, results and teamwork oriented

If you are interested in joining the NUDURA team, the industry leader in ICF manufacturing and distribution, please forward your resume to:

E-mail: careers@nudura.com

Subject: *Regional Sales Representative*

Thank you for your interest in our position! Only those applicants that respond to our pre-qualifying questions and who are selected for interviews will be contacted