

SAS International are a world leader in the design and manufacture of metal ceilings, operating in the UK, EU, USA, MENA, and Australia. More than 800 committed and highly motivated employees in 6 countries contribute to SAS Internationals global success.

With over 50 years of progressive innovation, design and manufacturing excellence; we have diversified into associated disciplines such as partitioning systems and doors, energy efficient cooling and heating, room comfort solutions and internal architectural metalwork finishes.

Offering a diverse and inclusive culture, SAS are committed to offering employees a fulfilling career suited to their skills and ambitions. We encourage applicants from all backgrounds to apply.

Our company values are intrinsic to all we do at SAS – the 5 C's. We are **customer focused**, obsessed with exceeding expectations. We are **creative** and value 'outside of the box thinking' to generate creative and innovative solutions. We are **collaborative**, fostering a culture of openness and respect. We are **caring**, we demonstrate the upmost care and respect for those around us, not only for our people, but also our social and environmental impact. We are **committed** to the collective goals of our business and driven to achieve these together.

The Role:

Working closely with our Estimating and Technical Design teams, the Sales Executive/Rep will be responsible for managing an existing portfolio of construction clients and architects, that significantly contributes to divisional sales. Responsible for securing orders for SAS and systems through proactive sales activities.

This role will cover our region in the North of England, and some travel our HQ in Reading will be required.

Key responsibilities include:

- To develop and maintain a comprehensive and accurate sales portfolio and log all details on the Salesforce CRM.
- Create and submit regular reports on projects, in a professional and timely manner.
- To develop new business opportunities and customer relationships. This includes attending meetings with architects and other stakeholders.
- To capture pertinent information regarding product or market development, competition and related intelligence, and report this to the group.
- To develop and maintain a detailed knowledge of SAS products and systems.
- To maintain a thorough understanding of the construction market including stakeholders, trends, relevant developments, and news.

- To build up a detailed knowledge and comprehensive understanding of key accounts and geographic region.
- To work closely with the Estimating and Technical Design teams.

Person Specification:

- Prior experience in the construction or manufacturing industry, working within a sales role is essential
- A thorough understanding of the construction industry and markets SAS operates within
- Proficient in maintaining CRM systems. Previous experience using Salesforce would be beneficial but not essential.
- Has an appreciation of solution-led design with an interest in architecture.
- Demonstrable experience of working to sales targets
- Computer literate – with a good knowledge of all Microsoft applications
- Excellent communication skills and interpersonal skills; ability to build relationships with ease
- Strong problem-solving skills
- Dynamic and results oriented

Application:

If you feel like you'd be a great fit for the role, please send your CV to hr@sasintgroup.com. The team will review your application and will reach out in due course.

We look forward to hearing from you soon!