

Specifications Manager

Job description

Are you an ambitious design focused specifications manager looking to make a lasting impact on the health of the public through well designed street furniture? Have you been looking for the opportunity to leave your mark on an ambitious company with a team of like-minded professionals? Would you like to see and use the products you get specified EVERY SINGLE DAY? Then we'd LOVE to talk to you.

The role:

A national role, you will be accountable for securing specifications of our products on schemes by working with Landscape Architects, Architects and Councils.

Responsibilities:

- Accountable for securing specifications of our standard and modular products on schemes by working with Landscape Architects, Architects and Councils.
- Responsible for developing relationships with Landscape Architects and Architects in both private and public practice.
- Present our products through quotes and proposals.
- Keep our company CRM up to date with opportunities and projects by following our sales process.
- Work with our National Tenders Manager, when required, to convert specifications into sales.
- Deliver CPDs and attend marketing events.
- Provide feedback and product development ideas to design team.

Helpful Skills and Experience:

- Exceptional Sales Skills DNA and Competencies
- Excellent relationship building and maintaining skills
- Skilled at developing proposals, giving presentations and negotiating large contracts

- Previous experience working in Specifications in the Construction Industry (desirable)
- Interest in design led products
- Experience working in a fast paced sale team (required)

Benefits and perks:

- Monthly Commission
- Company Profit Share
- 25 days holidays + Bank holidays (starting at 23 days)
- Car Allowance / Electric Car Scheme
- NEST Pension Scheme
- Private Health Care and Gym Membership Scheme

The Process:

We'll endeavor to provide feedback on your application within 2 weeks of submitting your CV. The typical recruitment process for shortlisted candidates will be two stages of face-to-face interviews.