



New Build Area Manager | **Langley Waterproofing Systems Ltd**

We're looking for an Area Manager to join our New Build division.

Salary: Attractive+ Commission + EV Company Car + Company Benefits

Location: Midlands

Contract Basis: Full-Time, Permanent

Our Mission

Our industry-leading people, systems, and services promote trust and peace of mind. We use our expertise to design, install, and construct sustainable solutions with environmental, social, and economic benefits.

Our Vision

Innovation for better living.

Job Purpose:

To generate specification and project opportunities through existing and new client base within your given geographical area or area of responsibility. To achieve and, if possible, exceed your annual sales targets set by the Company. Develop and maintain positive day-to-day relationships with existing and new clients including contractors and internal colleagues to ensure that outstanding service is provided.

Key Accountabilities:

- To achieve pre-agreed sales targets of Langley Roofing Solutions products. This is to be done by gaining specifications with specifying organisations and owners/clients and feeding back as opportunities to our specialist contractor network.
- To identify potential new specialist contractor customers, provide the needed sales and training support to develop them into a buying customer. At the same time maximizing the potential of the existing customer base, both specifier and contractor.
- To promote new product introductions in line with the presented long-term business plan and strategy as and when instructed.
- Carry out technical CPD/seminars to actively promote our range of solutions. This is to be done at a frequency as stated in the sales plan.
- Maintain accurate records on Langley's key reporting CRM tool. Entries to be accurate and complete so that when unavailable other members of the team can establish the current situation of an opportunity. All trackable opportunities are to be entered. Status, probability, and dates to be maintained to enable accurate forecast information to be produced.

- Liaise fully with the Refurbishment team ensuring the maximum probability of success for all New/Refurbishment key projects.
- To promote and identify opportunities for Group companies including Langley Eco Solutions and Training opportunities.
- To assist the marketing team with project case studies. Further, assist the marketing and technical teams where required from time to time.
- Provide support to the Accounts team, Technical and Customer Services departments as well as any other area of the business when required.
- To be up to date on all competitor activity within the area and to report any significant events/situations to the wider Langley team.

The above list is not exclusive or exhaustive; postholders are expected to be flexible in line with the needs of the post, department and the Company.

As a Langley employee, you will be expected to:

- Embrace, champion, and lead the industry by torch-bearing our company values: SPIRE.
 - Safety
 - Purpose
 - Innovation
 - Responsibility
 - Expertise
- Ensure that you fully understand the company and department business plan and how these impact your day-to-day responsibilities.
- Always maintain a smart and professional appearance.
- Liaise with your line manager to understand your objectives and goals.
- Liaise and communicate with internal colleagues positively and proactively.

Technical Competencies

Qualifications:

- Degree, relevant professional qualification, or equivalent (desirable)
- Member of the Institute of Roofing (desirable)

Experience:

- Relevant experience in a specification sales construction-related environment or similar where relationship management is paramount.
- Experience in maintaining and developing customer and contractor relationships.
- Experience working in the flat roofing industry with knowledge of primary waterproofing systems.
- Experience in developing detailed written specifications and reports.
- Working to tight deadlines.
- Experience in delivering presentations.
- Experience in working toward and achieving targets.
- Experience in and willingness to conduct lone working.
- Experience with cold calling.
- Experience in developing and acting on a plan to generate new business.

Knowledge:

- Knowledge of relevant building regulations associated with the flat roofing industry.
- Knowledge of the British Standard Code of Practice.
- Knowledge of the application of flat roofing systems.
- Knowledge of the public and private sector requirements.
- Knowledge of the regulatory framework.
- Knowledge and experience of building practice and emerging trends.
- Awareness of any NFRC developments and new guidelines.

Skills and Abilities:

- Ability to absorb, interpret, and understand technical information, applying to your daily responsibilities.
- Ability to act upon your own initiative.

- Ability to plan and organise your time effectively, prioritising key activities and tasks.
- Excellent customer care and interpersonal skills.
- Excellent people skills with the ability to negotiate with and influence audiences.
- High quality and customer service orientation.
- Able to successfully monitor the performance of contracts – within a performance management & improvement culture.
- Ability to self-assess your own performance and continually improve against the objectives set.
- Ability to think and act creatively and innovatively to meet the needs of the business.
- Ability to contribute to and monitor budgets.
- Ability to build relationships; communicate and negotiate effectively, work under pressure, multitask, and maintain a high level of attention to detail.
- Excellent oral, presentation, and written communication skills.

Additional Requirements:

- Able to use a PC including Microsoft Office applications and other relevant software as used by the organisation.
- Commitment to achieving high-quality outcomes.
- This role requires the post holder to be an Essential Car User, hold a full UK driving licence, and have access to a vehicle.
- This role requires the post holder to work flexibly outside of normal office hours as required.
- As part of your duties, you may need to make yourself available for Foreign Travel. As such you must be in possession of a valid passport.

Salary and benefits

An exciting opportunity to work for a well-established company that offers excellent career progression opportunities.

An excellent benefits package, including:

- 21 days of holiday plus statutory bank holidays & additional days over the Christmas shutdown.
- Pension
- Life Assurance
- Incapacity benefit
- Private Medical Insurance
- Employee Assistance Programme
- EV Salary Sacrifice Car Scheme
- Cycle-to-work Scheme
- Free Eye Tests
- Free Parking

HOW TO APPLY

Please email recruitment@langley.co.uk with a copy of your updated CV and a cover letter.

If you have not received communication from us within four weeks of the closing date, please assume that you have not been shortlisted for this vacancy.

We encourage applications from people from diverse backgrounds and groups, as well as people with disabilities.

Closing Date: 31st December 2023