



Scotland Area Sales Manager – Low Energy / Hybrid / Natural Ventilation

Location: Scotland

Salary: Competitive Basic Salary + uncapped Commission + Car

Breathing Buildings is a young, rapidly growing, low energy Natural Ventilation company based in Cambridge. The business has seen rapid growth and is continually developing and investing in existing and new technologies and markets. We help engineers and designers to offer a full turnkey solution to develop low energy sustainable buildings. We work with the UK's leading architects, consultants, mechanical and electrical contractors and main contractors as well as providing sustainable design solutions using our low energy ventilation equipment in the education, leisure, commercial and healthcare sectors.

Role

We have a very strong team with unparalleled understanding of natural ventilation, but would like to strengthen our presence in Scotland. As part of our expansion, we are seeking a high calibre Area Sales Manager to promote, develop and increase sales of the company's range of Low Energy Natural Ventilation products and consultancy services through specification by Consulting Engineers, Architects, Developers and Contractors. Products and services include our award winning and patented e-Stack equipment, Natural Ventilation with Heat Recycling system, roof terminals, control systems and other technologies as well as our unique consultancy service. The successful candidate will focus on identifying and exploiting new business opportunities, generating new leads whilst building and maintaining relationships with customers at various levels. Ensuring the relevant information is passed onto and received from clients, quotations are produced and submitted and followed up in a timely and professional manner. Maintaining customer contact with personal visits, telephone or written communication to ensure maximum customer satisfaction and relationship building.

The successful candidate will ensure that customer requirements are correctly interpreted and identify and utilise the company's internal specialists to help meet customer needs.

Maintain regular market intelligence on competitive pricing policies, product ranges and/or special promotions which is to be reported at regular sales meetings and help provide any appropriate recommendations for action.

The role will be home office based but it is expected that the majority of the week would be meeting clients around Scotland.

The Candidate

- Logical thinker and problem solver
- Confident communicator with strong interpersonal and influencing skills
- Highly motivated and driven individual with the hunger to succeed
- Flexible and responsive to disparate workloads
- Approachable and able to build relationships quickly
- Confident using email, willingness to learn to use our CRM database.

Your enthusiasm and attitude are far more important to us than what you have done in the past, but the following would be helpful:

- Experience of selling into the construction sector
- A proven track record of specification sales through contractors, consulting engineers, architects
- Established relevant customer base in Scotland.
- Willingness to work independently as well as part of a team

We will offer ample training and scope for career progression and a chance to make a genuine impression on the energy consumption in the built environment.