

USL SHEFFIELD

REGIONAL SALES MANAGER – A HYBRID ROLE



The **USL Group of companies** are market leaders in the provision of **specialist civil engineering and construction solutions** for virtually any type of new build or refurbishment project. For almost four decades, the business has been at the **forefront of cutting-edge resin and cementitious technology**, combining high performing innovative products, first class operations, expert technical support, and unrivalled customer service. **USL Group** specialise in **expansion joints, structural and liquid waterproofing, construction chemicals, concrete repair systems, injection resins and specialist safety & anti-slip products**. With a comprehensive portfolio of products and a highly developed global network, the business is focussed on providing specialist construction solutions on a truly global basis. We are currently in the process of building a brand-new facility at Junction 36 in Sheffield.

At our site in Sheffield, we are looking for an ambitious and motivated engineer to join our **Sales Department**. Reporting to the **European Sales Manager**, this is an excellent opportunity for a high calibre individual to collaborate with our team of experienced professionals and engineers in a dynamic environment. This **hybrid role** is home and field based, with regular travel required to the Sheffield office.

As a successful candidate you will need to display the desire, drive, and determination to perform as part of a team. You will be given responsibility requiring you to organise your workload and be proactive. **Full training and mentoring will be provided**. This is an excellent opportunity to gain exceptional experience, which is attractive to any career-minded engineer.

Main Activities/Responsibilities:

1. Manage a European region with responsibility for maintaining and growing the account base and revenue for your designated region in line with the business strategy
2. Increase volumes of existing product ranges and introduce new product ranges to customers
3. Build and maintain a pipeline of projects to gain specifications through working with consultants, engineers, and contractors, whilst delivering sales targets
4. Specify materials that involve structural movement for bearings and expansion joints to experienced engineers
5. Collaborate with the Marketing team to build the Sales and Marketing strategy and the Product and Technical team to bring market information and ideas to drive innovation

Ideally you will have:

- Proven experience of working within an engineering environment
- A basic understanding of civil engineering (essential)
- Highly experienced in working under own initiative, demonstrating an ability to set & meet personal targets, combined with the flexibility to adjust to workload priorities to take account of new deadlines.
- Interpersonal and communication skills and a commitment to customer service.
- IT knowledge, including e-mail, Word, Excel, CRM
- A flexible, forward-thinking approach to work, along with the ability to work as part of a team.
- Basic knowledge of a language (desirable but not essential)

Our fantastic package includes:

- Car Allowance, Company credit card, iPhone
- Private Healthcare Plan
- 8% non-contributory pension scheme
- Bonus Scheme
- 23 days holiday per annum
- Digital Suggestion Box, Employees of the Month Scheme (win a £200 Amazon voucher!), secure free parking, wellbeing & charity initiatives, CPD Forum

Degree Disciplines	Civil/Construction/Materials/Structural Engineering or equivalent experience
Applications: Cover letter describing how you meet the criteria & CV to: Suzanne Saynor, European Sales manager	USL Group Panama House, 184 Attercliffe Road, Sheffield, S4 7WZ Tel: 0191 416 1530 Email: suzanne.saynor@uslsp.co.uk Web: www.uslgroup.com
Closing Date	24 September 2021
A full Job Description is available upon request	