



**Vetrotech Saint-Gobain International AG** is an international leader in the production of fire protection, safety and high performance glass for buildings and marine. Having grown successfully the market over many years, Vetrotech – with headquarters in Switzerland – has several production sites in Europe and overseas as well as sales offices and its own test laboratories for safety glass.

In order to achieve the sales targets and budget in the region of Central Southern England / South Coast we are currently seeking:

## Regional Sales Manager South (f/m/d)

### Your duties:

- Customer support and key account management in the assigned region
- Close relation with domestic door and profile system suppliers – knowing their business plans inside and outside UK
- Architectural consulting / presentations / specification support – proactive tendering
- Discover commercial opportunities and translate into testing & certification plans
- Sales approach based on demonstrating added value (CVP) and points of differentiation
- Active collaboration with (internal / external) technical support staff – based in the UK and Europe
- Project acquisition and consulting with involved stakeholders
- Obtaining and exchanging project leads / information to prepare tenders
- Follow-up of quotations and routine reporting into CRM
- Sales support in the team with internal and external employees as well as property consultants
- Preparation of offers and pricing in daily and project business – in coordination with internal estimator and sales area manager
- Preparation of / participation in events and trade fairs
- Claim inspections and complaint processing
- Participation in budget planning and strategic sales planning
- Acquire market intelligence and develop counter measures to competition
- Preparation and assistance for customer and internal training

### Your profile:

- Professional experience in architectural building products, preferably in glass or metal processing
- Technical or commercial basic education or experience with technical products and experience in direct sales
- Excellent (oral & writing) English skills
- Good knowledge of CRM systems (and will to use such) and MS Office as well as experience in reading CAD or technical drawings
- Owner of a valid driving license (Cat. B)
- Customer-oriented, well-structured worker with good planning abilities – and a team player!

### Our offer:

- A newly created role to support our traditional business in a new way.
- A position in the small, local team in an international, exciting environment.
- We let you make a difference with your knowledge – you can support our company with its continuous success

**Interested?** Then please send your complete application under indication of the reference number VET-202008 to [hr.vetrotech@saint-gobain.com](mailto:hr.vetrotech@saint-gobain.com)