



voestalpine Metsec is the UK's biggest construction specialist cold roll forming company and part of the largest globally leading steel and technology group. Established over 90 years ago, voestalpine Metsec is owned by the voestalpine Group. The Group has 500 companies and locations in 50 countries on 5 continents with €16.7 billion revenue and 51,600 employees.

METFRAME SALES MANAGER – NORTHERN

EXTERNAL VACANCY

Reports to: Sales Director – Framing Division
Location: Head Office located in Oldbury, West Midlands, United Kingdom (UK). Assigned Sales Area will be Northern UK. Your ideal location would be in the Northern region of the UK, with easy access to Birmingham, Manchester & Glasgow
Hours of work: Monday to Thursday 8.30am to 5.00pm with half hour lunch break each day and 8.30am to 1.30pm with no lunch break on Friday of each week – 37 hours in total, paid monthly.

The Metframe department provides lightweight, fast track galvanized steel building solutions which are assembled on site or pre-panelised off-site as a modern method of construction. As the market leader in Structural Steel Framing solutions to the Construction Industry, you will be dealing with projects in the Residential, Student Accommodation and Hotel Sectors.

Person specification

- » Have a good track record of technical sales experience ideally within the steel sector of the construction industry
- » Have the ability to form good working relationships with customers
- » Be well organised with the ability to plan calls and workload to ensure full coverage of assigned sales area
- » Be self-motivated and professional
- » Be responsible for achieving objectives on own initiative, as well as part of a team
- » Be computer literate and able to communicate at all levels
- » Must possess a full driving licence
- » Must be eligible and able to prove you can work in the UK, as the Company does not hold a sponsorship licence.

Your responsibilities

Field support

- » Support Framing Sales Managers at technical / design meetings with Architects / Engineers / Contractors
- » Take responsibility for every scheme following the initial meeting
- » Support Metframe Installers at technical / design team meetings
- » Selling Metframe and obtaining firm specification through Developers, Housing Associations, Main Contractors and their design teams
- » Selling Metframe to existing supply chain by carrying out technical presentations and CPD seminars
- » Regular monthly review meetings with Metframe Contractors.

Commercial support

- » Project tracking all designs / projects completed by Metsec until closure using CRM to record and track
- » Managing on a weekly basis new projects and updating Metframe Contractors
- » Liaising with Metframe Contractors to ensure tenders are returned promptly
- » Identifying when orders will be placed and material values
- » Following up projects after tenders are submitted and obtaining feedback.

Marketing & PR

- » Follow up of weekly web data i.e. Metframe Specification guides, technical details etc
- » Telephone development / follow up from PR campaign
- » Glenigan lead follow up and identification of new schemes – focus on student, hotel, residential and care-home developments
- » Arrange CPD seminars with Developers, Housing Associations and Contractors
- » Market research e.g. pros / cons., low / high rise, additional markets
- » Competitor strengths and weaknesses.

Post date: Thursday 14th November 2024

Package: Competitive salary, Company pension scheme, health cash plan, life assurance, 33 days holiday (including statutory days), discounted gym membership, cycle to work scheme and an employee assistance programme.

To apply: We look forward to receiving your CV at metsec.hr@voestalpine.com

voestalpine Metsec is an equal opportunities employer