

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

The purpose of the Regional Sales Manager is to create and develop sales in line with the planned targets for Viessmann UK.

The role will be to drive and develop sales opportunities whilst ensuring we drive service revenue with residential customers (installers, contractors & merchants) for the Viessmann portfolio of products.

Field based and reporting to the Residential Gas Head of Sales, the role will work in a cross functional and collaboratively way with the existing Residential and Commercial sales teams providing support to develop sales within the existing customer base. In addition to this we also look to grow our portfolio of sales with new customers within the residential market.

### **Your Impact:**

- Execute business plan, sales targets and KPI's agreed with your line manager to meet company goals and expectations
- Manage and support key strategic customers with regular business meetings and coordinate day to day activities across the business
- Alignment with the Residential Gas Head of Sales as to managing key stakeholders within the merchant network and execute the regional activity involving the relevant local ASM
- Assist ASM's with the creation and execution of their regional business plan
- Identify shortfalls with each individual Sales performance and assist with instigating plans to address the shortfall
- Monitor, manage and approve ASM operational budgets
- Support and develop a team of ASMs, conducting annual appraisals, identifying areas for personal development and training needs
- Arrange and host external regional communication meetings with your team
- Monitor CRM performance by ASM in line with KPI's

### **Who you are:**

- A minimum of 2 years proven work experience as sales manager with demonstrable leadership skills and a good success rating
- Expert market knowledge of the heating and heat pump sector, gained from experience in manufacturing sales
- Experienced in sales, with a good success rating
- Excellent communication and motivational skills
- Self-motivated, target orientated, proactive in approach with solid commercial acumen
- A strong driven leader who is enthusiastic and easily able to inspire and motivate others
- A "can do", solution-focussed outlook
- Experienced with presentations, reports & managing budgets
- Self-starter, people person and relationship builder

### **What makes us special:**

Our employees are the key to making our vision come alive. With that in mind, we've created a range of benefits for our employees, including:

- Competitive salary
- Company car

- 25 days annual leave (Excluding bank holidays)
- Annual bonus scheme
- Company pension scheme
- Private Health Insurance with Employee Assistance/Wellbeing Programmes
- Death in service benefit and private healthcare options
- Business tools, including mobile phone, laptop

**Who we are:**

**Build a career with confidence**

Carrier Global Corporation, global leader in intelligent climate and energy solutions is committed to creating solutions that matter for people and our planet for generations to come. From the beginning, we've led in inventing new technologies and entirely new industries. Today, we continue to lead because we have a world-class, diverse workforce that puts the customer at the centre of everything we do.

**Our commitment to you**

Our greatest assets are the expertise, creativity and passion of our employees. We strive to provide a great place to work that attracts, develops and retains the best talent, promotes employee engagement, fosters teamwork and ultimately drives innovation for the benefit of our customers. We strive to create an environment where you feel that you belong, with diversity and inclusion as the engine to growth and innovation. We develop and deploy best-in-class programs and practices, providing enriching career opportunities, listening to employee feedback and always challenging ourselves to do better. This is *The Carrier Way*.

We believe in people and their potential. If you are up for the challenge and want to be part of the energy transition, apply now!

To apply please send your CV and covering letter to - [svgv@viessmann.com](mailto:svgv@viessmann.com)