

Area Sales Manager/s - Merchant (m/f/d)

Central

South

As an Area Sales Manager (Merchant) you will create and develop sales in line with the planned targets for Viessmann UK.

The role will be to drive and develop sales opportunities within the merchant and wholesale sales channel whilst maintaining and growing our existing customers across the Carrier RLC portfolio of products (creating the sales push).

Field based and reporting to the Head of Merchant Sales, the role will work in a cross functional and collaborative way with the existing Residential Gas, Renewables, Key Accounts and Commercial sales teams providing support to grow our share across all sales channels.

As a Area Sales Manager (ASM), you'll be responsible for:

- The role of the Area Sales Manager (Merchant) is to position the Carrier RLC portfolio of products and solutions, having a strong understanding of products and systems
- The ASM will develop a high commercial awareness to enable strong positioning of all brands
- Grow sales across the product portfolio with ownership of the company sales, margin and market share targets
- Develop new and maintain existing customers within your territory
- Collaborate with all departments to develop opportunities and create a seamless customer experience
- Gather and analyse feedback from the market to contribute to the definition of midterm sales planning, product strategy, roadmap and priorities
- Become an expert on competitor products in the marketplace, keeping up to date with products, competitors pricing and promotions.
- Be a go-to person and strategic sales leader within the company for the territory you manage
- Support trade mornings and events
- Feed installer leads into installer team for all technologies
- Ensure we have contact with active merchant's in all postcodes
- Train branch staff on products
- Driving branches to stock products with suggested profiles
- Ensure POS and literature is up to date and on display where possible
- Complete CRM and reporting in line with company guidelines and deadlines
- Any other duties as required in the context of this role

To be successful in this role, you should have:

- 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
- Driven and enthusiastic with an ability 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 we offer:

We offer excellent development opportunities, an attractive salary and exceptional benefits including the following:

- Competitive salary
- Company car
- 25 days annual leave (Excluding bank holidays)
- Annual bonus scheme
- Company pension
- Employee Assistance/Wellbeing Programmes
- Death in service benefit and private healthcare options
- Business tools, including mobile phone, laptop
- Career Progression

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!