

Specification Manager - North West (m/f/d)

As a Specification Manager you will create and develop sales in line with the planned targets for Carrier RLC.

The role will be to drive and develop sales opportunities with commercial customers (installers, contractors, merchants, consultants and clients) for the Viessmann portfolio of products.

Field based and reporting to the Head of Commercial Sales, the role will work in a cross functional and collaborative way with all Carrier RLC UK 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 commercial market.

As a Specification Manager, you'll be responsible for:

- The role of the ABM is to sell the Carrier RLC technical solutions to customers and have a strong understanding of our products and systems
- The SM role is to develop a high commercial awareness to enable strong positioning of the Viessmann brand
- The SM will create system offers and proposals to meet customer requirements
- Grow sales across the Viessmann product portfolio with ownership of the company sales, margin and market share targets for commercial customers
- Develop new and maintain existing customers within your sales 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 and competitors
- Be a go-to person and strategic sales leader within the company for the territory you manage
- Complete CRM and reporting in line with company guidelines and deadlines
- Working with your line manager the business will define key strategic focus areas and KPI's to be executed in your daily work

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
- Previous experience in merchant sales, customer segmentation and market structure
- An excellent communicator with the ability to build strong relationships
- A strong work ethic and desire to succeed

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!