

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

Home Counties Region - **NN / MK / LU / HP / OX / RG / SL / SN / TW**

South Coast Region - **PO / SO / BH / DT / SP / GU**

South East Region - **BR / CR / CT / DA / ME / SE / RH / TN / KT / SM / SW / WC / BN**

As an Area Sales Manager you will create and develop sales in line with the planned targets for Carrier RLC.

A high focus of this role will be to drive and develop sales opportunities within the residential installer sales channel. Growing new installers whilst maintaining and developing our existing install base is key to being successful. Whilst ensuring we drive product sales and service revenue with customers for the Carrier RLC portfolio of products (creating the sales demand).

Field based and reporting to the Regional Sales Manager, 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.

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

- The role of the ASM is to sell Carrier RLC solutions to new and existing customers and have a strong technical understanding of our products and systems
- Able to demonstrate the features and benefits of the portfolio of products, being able to confidently talk customers through system specification, and able to demonstrate how the controls benefit both the consumer and the installer
- The ASM role is to develop a high commercial awareness to enable strong positioning of all brands using segmentation effectively to ensure we always position the correct product to the target audience
- Part of this role is to ensure you maximise customer share of wallet across the 5 trading brands in the UK (Carrier, Viessmann, Toshiba, Riello, Vokera)
- Grow sales across the product portfolio with ownership of the company sales, margin and market share targets for residential 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
- 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!