



JOB TITLE: Territory Sales Manager - Avonmouth

LOCATION: Avonmouth

REPORTS TO: General Manager - Aggregates

RESPONSIBLE FOR: Maintaining relationships with existing customers, development of new customers and products alongside the General Manager – Aggregates and Sales & Technical Team

INTERACTS WITH: Leadership Team, Sales Administrator, Customers and Suppliers.

HOURS OF WORK: 37.5 hours per week Mon-Fri

DATE OF ISSUE: 20th January 2023

JOB PURPOSE

The function of this role is to build, maintain, add value and develop our existing client base along with introducing new clients. Building strong relationships with customers to ensure customer service and satisfaction levels are kept at the highest possible level is imperative, whilst ensuring best value for O.C.O Technology Ltd.

This is an exciting opportunity in a company that is growing in a very unique field producing Manufactured Limestone and Carbon Capture.

KEY DUTIES

Maintain, improve and progress relationships with existing customers

Make appointments, arrange visits and present to potential new and existing clients – either alongside other members of the Leadership Team or alone with a view to broaden customer and product base

Responsible for the customer using Manufactured Limestone(M-LS) material alongside our code of practice and be fully knowledgeable in the use of our M-LS

Produce monthly reports for the General Manager - Aggregates

Work in conjunction with Sales Administrator to manage customer orders and expectations.

Support the General Manager - Aggregates in their role

Work closely with the Avonmouth Plant Manager, Production and Technical Teams

Add value to M-LS aggregate and support quality assurance systems where required

Politely and professionally deal with any customer complaints

Monitor deliveries and collections from sites

Develop good working relationships with external stakeholders and suppliers, in a professional manner, to ensure the best interests and reputation of O.C.O Technology Ltd are preserved and enhanced

Ensure a high level of awareness around the sites for health, safety, welfare and security matters, and in this respect lead by example and take a pro-active approach



ISO 9001
ISO 14001
OHSAS 18001

Certificate Number 11259

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O.C.O Technology Ltd. Registered in England. Company No: 07247345
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A willingness to learn new skills and to provide holiday and sickness cover as and when required
To attend trade shows representing the company which may require overnight arrangements

ESSENTIAL SKILLS / EXPERIENCE

A positive welcoming attitude and good communication skills – both written and verbal
Self-motivated with the ability to work effectively as an individual or part of a team
Flexibility to work hours as determined by the business
Excellent personal presentation standards
Negotiation skills and the ability to secure new business
Knowledge of aggregates and local markets
Excellent organisational skills and attention to detail
Ability to maintain confidentiality as appropriate
Computer literate, including Word, Excel and PowerPoint
A high level of numeracy and literacy skills
Sound judgement skills with a rational and flexible approach to work
A passion for building relationships with customers, colleagues and external stakeholders
Full driving license

DESIRABLE SKILLS / EXPERIENCE

Experience of the concrete industry
Experience of the asphalt industry
Knowledge of waste protocol
Keen interest in sustainability
The use of recycled materials in construction
Understanding of relevant British Standards
Knowledge of highways specifications

