



JOB TITLE: Territory Sales Manager – Avonmouth

LOCATION: Avonmouth

REPORTS TO: Head of Aggregates

RESPONSIBLE FOR: Maintaining relationships with existing customers, development of new customers and products alongside the Head of Aggregates and Technical Team

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

HOURS OF WORK: 37.5 hours per week Mon-Fri

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 Leeds 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 proactive approach
- 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



Certificate Number 11259

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Unless stated, all UK subsidiaries are registered at Larkshall Mill, Thetford Road, East Wretham, Norfolk, United Kingdom IP24 1QY.
 A member of the O.C.O Group of companies, the UK parent of which is O.C.O Technology Group Limited (registered in the UK Company Number 15112154)
 O.C.O Technology Ltd. Registered in England. Company No: 07247345
 Registered office: Larkshall Mill, Thetford Road, East Wretham, Norfolk, United Kingdom IP24 1QY

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 UK 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

