

Warmflow has been established as a privately owned business since 1970 manufacturing a range of heating and ventilation products and during this time we have gained a reputation for high quality, competitively priced products. Based in Lisburn with a distribution centre in Telford, our 100,000 sq ft production facility boasts state of the art technologies including CNC high definition laser profiling, robotic welding and panel folding technology supported by the latest CAD, CAM and sheet metal software. As part of our philosophy of sustainable growth and innovation Warmflow focusses on meeting our social and ecological responsibilities ensuring that we continue to deliver the products that the market demands, both now and in the future.

JOB PURPOSE

Working in conjunction with the sales director to create/lead sales for our range of renewable products, primarily heat pumps.

JOB TYPE/SALARY

Full-time permanent position with competitive salary, commensurate with experience. A Company vehicle or mileage allowance will be provided

MAIN ACTIVITIES/RESPONSIBILITIES

As lead sales manager, your specific responsibilities will include but not be limited to:-

- Generating new sales leads whilst managing existing accounts
- Providing business development in niche areas
- Increasing brand awareness
- Liaising with merchants, installers, architects, consultants, specifiers, end users and working from plans, specification etc.
- Being aware of market trends/ competitors' products etc.
- Working closely with dispatch and accounts teams
- Producing innovative sales promotions and methods
- Contributing positively in sales and commercial meetings
- Prompt and accurate reporting to sales director
- Promote and ensure compliance with the company's Equal Opportunities policy, Quality Policy and Health and Safety policy
- To carry out any other duties necessary for the smooth running of the function.

EDUCATION, QUALIFICATIONS AND EXPERIENCE

It is essential that the successful candidate must have:

- Experience in a high pressure sales environment
- A sound knowledge of the renewables sector with particular emphasis on heat pumps
- A proven track record in the industry
- Be computer literate
- Full driving license

PERSONAL QUALITIES

- Excellent interpersonal skills with ability to engage effectively at all levels
- Industrious and motivated with a persuasive manner.
- Enthusiastic and ambitious with a proactive approach.
- Prepared to be flexible in their approach to all aspects of the business.
- Be capable of producing results with a strong attention to detail and a 'can-do' attitude.

APPLICATION PROCESS

Application forms are available for download at www.warmflow.co.uk/careers. Completed application forms must be emailed to monitoringofficer@warmflow.co.uk or by post to: The Monitoring Officer, Warmflow Engineering Co Ltd, Lissue Industrial Estate, Lisburn, BT28 2RF. Closing date for applications is 16/08/19

