

Job title: Technical Advisor

Reports to: National Sales Manager

Salary: Competitive

Location/Territory: Kent, Surrey, Sussex & South-East London

Role Summary: Responsible for the management and development of the defined sales territory to deliver profitable sales growth in line with Area and Company targets.

Principal Responsibilities

- Provide technical support for Engineers and Architects to generate specifications for Cordek Building Products
- Conduct CPD seminars for specifiers to raise brand and product awareness
- Proactively track specifications through the construction process to secure sales with Specialist Contractors and Sub Contractors
- Develop/maintain Key Account relationships to maximize loyalty and sales opportunities
- Keep up-to-date records on the company's CRM system to help all internal stakeholders deliver exceptional customer service.

The successful candidate will need to possess;

- Strong sales, communication and presentation ability, with proven experience in a technical field sales capacity within the Building Products, Construction or Civil Engineering Sector.
- A comprehensive understanding of specification and project led sales within the Construction industry
- Experience of delivering CPD presentations / Technical seminars.