

## JOB DESCRIPTION

<b>JOB TITLE</b>	Southern Regional Account Manager
<b>RESPONSIBLE TO</b>	Regional Manager
<b>RESPONSIBLE FOR</b>	Southern Regional Sales (M25)

### POSITION SUMMARY

To increase Pickering's Plant direct market share within the M25 conurbation and develop the future growth of the Containex Flexi Eco Range. This will be through increased hire revenues with new and existing customers and developing long-term relationships.

### KEY WORKING RELATIONSHIPS

Regional Managers, Depot Managers, Sales Office, Managing Director and Suppliers

### MAIN DUTIES

1. Identifying and growing opportunities within the Southern Region and collaborating with the Regional Manager, sales office and depots to ensure continued growth.
2. Carrying out controlled sales calling to targeted customers as identified by the Southern Regional Manager. These will be predominantly within the M25, with a potential spend of 250k per annum.
3. Developing sales strategies by targeting multi user sites, with a view to increasing larger site setups with our Flexi Eco Range.
4. An agreed target base of 80 customers who have the potential for hiring multiple site set ups to also include our 32' units.
5. Increasing customer base following up ABI leads generated by the sales office and identifying potential new business whilst on the patch.
6. Utilising previous industry knowledge and contacts to provide competitive advantage especially to promote the Flexi Eco Range.
7. Take responsibility for the entire sales, design and planning process for the life cycle of each enquiry and order placed.
8. Forecasting and tracking key accounts and reporting as necessary to the Regional Managers on a weekly basis.
9. Understand cost bases in relation to quoting and achieving the required margins.
10. Agreeing customer specific Service Level Agreements (SLA's) with the Regional Manager and Managing Director.
11. Building and maintaining strong, long lasting customer relationships.
12. Forward planning, weekly visits to your customer base. Prioritising and maximising their potential.
13. Attending meetings that may be necessary in the performance of your duties.

14. Good communication with Regional Manager, Depot Manager and Sales office
15. Complying with and upholding company policies and procedures.
16. Undertaking any additional tasks as may reasonably be required from time to time.

*It is a requirement of Pickering's Plant that all staff work in a flexible manner compatible with their job and in line with the objectives of the company. Please note that the job description for this position may be reviewed and amended to incorporate the future needs of the business.*