

PERSON SPECIFICATION

JOB TITLE	Southern Regional Account Manager
RESPONSIBLE TO	Regional Managers
RESPONSIBLE FOR	Southern Regional Sales (M25)

	Essential	Desirable
Experience	<ul style="list-style-type: none"> • Experience of face to face selling and managing accounts within the hire industry. • Experience of modular temporary accommodation • Quoting from CAD drawings • Selling within the M25 	<ul style="list-style-type: none"> • Experience of face to face selling and managing accounts with the Containex range of products. • Experience in a remote regional role.
Qualifications	<ul style="list-style-type: none"> • Full driving licence. • Good educational standard. 	<ul style="list-style-type: none"> • Sales/Business management qualifications or similar. • Health & Safety.
Knowledge & Skills	<ul style="list-style-type: none"> • Good analytical and interpretation skills. • Excellent written and verbal communication skills. • Good presentation skills. • Good reasoning skills. • Able to multi-task, work to deadlines and deliver results. • Computer literate including Microsoft Office. • Temporary Modular Building and accommodation industry. 	<ul style="list-style-type: none"> • Knowledge of ABI. • Knowledge of Inspire or similar software packages.
Attributes	<ul style="list-style-type: none"> • Results driven. • Generates enthusiasm and has a positive attitude. • Can react quickly to change. • Good negotiator. • A persuasive influencer. • Self-motivated. • Customer focussed. • Commercially aware. • Structured and organised approach to work. • Self-starter with the ability to work independently. 	