



— THE LBS GROUP OF COMPANIES —

TOTAL
Plumbing

CIVILS

CASEY'S
ROOFING

MIDDLETON
Kitchens & Bathrooms

LBS VACANCY BULLETIN

SALES MANAGER

The Company: Founded in 1931, LBS Builders Merchants is the largest and leading independent builders' merchant in South Wales, supplying mixed, heavyside, timber and lightside materials. With our Head Office in Llandeilo, LBS has grown to include 15 Merchant Branches, a Home & Garden Centre and specialist Civil's, Roofing, Heating & Plumbing, Middleton Kitchen & Bathroom showrooms businesses along with our newly acquired Truss & Timber Engineering business and Timber & Plywood Distribution business, spanning the whole of South Wales from Cardiff in the East to Haverfordwest in the West.

The Opportunity: This new role will be to oversee the sales operation through the business (excluding Total Plumbing and Middleton Showrooms).

The key duties of this position are:

- Appointing Sales Representatives (along with Branch Managers)
- Setting targets for internal and external sales (along with Branch Managers)
- Formulate and implement sales plans
- Performance reporting on a monthly basis
- Develop market opportunities
- Build strong working relationships across the business
- Have the day-to day responsibility for the Area Contracts Office.

The Candidate: You will be a dynamic, tough and resilient individual with strong communication skills, have extensive experience in a sales environment and have excellent negotiating skills

You will have the ability to work under pressure and have a flexible approach, whilst demonstrating the ability to communicate at all levels and manage people. You will also be methodical and well organised.

You will have a sound knowledge of IT (particularly Word, Excel, Outlook and Power point) as well as sales information systems such as VECTA, CRM and Counteract.

The Rewards: You will receive all the benefits of working for LBS including competitive salary, company profit share scheme as well as pension and a company car.

Please complete an application form online (see below for details) and provide an up to date CV as well as a suitability statement

CLOSING DATE: FRIDAY 30 JUNE 2017

HOW TO APPLY

If you are looking for a challenging role and wish to join a successful team then please complete an online application form from www.lbsbm.co.uk/careers. Or if you have any questions please contact the HR department on jobs@lbsbm.co.uk

