

JOB VACANCY

Area Sales Manager



Thanks to our continued success, Evans Vanodine has a new opportunity for an experienced, motivated and dynamic sales professional to join our team. Ideally based in Cambridge, you will be responsible for driving sales and managing distributor relationships in the Professional Hygiene market within an extensive region covering the following areas:

- Bedfordshire
- Buckinghamshire
- Cambridgeshire
- Derbyshire
- Leicestershire
- Nottinghamshire
- Essex
- Herefordshire
- Lincolnshire
- Norfolk
- Northamptonshire
- Suffolk

With a current regional sales turnover of circa £2.5million, this role offers an exciting opportunity to contribute to the continued growth and success of our business. Evans Vanodine is an expert in the manufacture of cleaning and hygiene solutions, devoted to quality and innovation, exporting to over 80 countries worldwide. We are a family business with family values which have guided us for over 100 years.

Main Duties and Responsibilities

- Manage and develop a portfolio of regional accounts with a Sales Plan for each regional account, outlining clear goals and objectives with commercials for the achievement of company growth targets & regular sales reviews.
- Engage with the Evans National Accounts Manager to ensure implementation of specific sales growth plans, including day to day operations, sales data extraction from the National distributor/end user, product training, COSSH & Risk Assessment, end user compliance site survey visits etc.
- Maintain and renegotiate existing Regional Distributor Accounts Supply contracts to ensure continuity of contract supply award.
- Plan, prepare & manage project timelines for the mobilisation of end user multi-site supply contract roll outs within the region and support National Account multi-site business mobilisation, as required.
- Identify and research new market sectors relating to new business development.
- Prepare and execute professional PowerPoint presentations, in accordance with company brand guidelines.
- Undertake and support Regional & National Account customers' exhibitions and supplier forum events.
- Engage, participate, and learn new skills within the Company Training platforms as required.



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Person Specification

Essential

- Highly proficient in spoken and written English.
- GCSEs or equivalent in English and Mathematics (further education desirable)
- 3-5 years' experience in an existing Regional Area Sales Manager role within the AfH B2B sector.
- Knowledge of CRM platforms, One Drive, Office 365, social media and cloud-based file storage/sharing. Competent working with and presenting using Microsoft Excel, word and power point software
- Current UK driving licence with no more than 3 SP points.

Desirable

- An understanding of cleaning & disinfection chemicals used in the AfH market sectors
- A good knowledge of business operations in the B2B AfH manufacturer to distributor & end user supply chain channels.
- Basic Food Hygiene Certificate
- Licence to Practice BICSc
- B2B sales skills and advanced negotiation courses/accreditations.

Note: any pre-existing long-term medical or skin conditions which may impact on your ability to enter food hygiene and preparation & healthcare areas as part of this role must be declared prior to interview. A medical assessment may be required as part of the interview process.

What we offer

As part of the Evans family, you can expect a competitive salary and the opportunity to embark on a fulfilling career. In addition, we offer a comprehensive benefits package including:

- 25 days holiday + bank holidays
- Fully expensed company car
- Optional private healthcare scheme
- Company pension – including employer contributions up to 4.5%
- Life assurance (4x salary)
- Employee assistance programme – access professional support for personal and work-related challenges

Hours of work

Monday – Friday 8:45am – 4:45pm
Total: 36.25 hours per week

Contracted hours are as above but Area Sales Managers are expected to demonstrate flexibility in start/finish times to ensure the successful execution of the role.

Salary

Circa £50,000 plus annual sales/growth related bonus.

Candidates should apply in writing to Phil Yarwood (HR Manager) including a full current CV, to pyarwood@evansvanodine.co.uk.

