



Benvic Dugdale Limited.

Role Specification: Sales Manager

Deadline for applications: 31/07/2023

About Dugdale

Benvic Dugdale Ltd are part of the BENVIC Group. BENVIC are an international company and long-standing leader in PVC compounding who create sustainable, innovative, and eco-responsible solutions.

Dugdale Ltd was established in 1896. Our heritage and experience as a large PVC compound manufacturer has resulted in us being a leading expert in the field of developing, manufacturing and supply of PVC compounds.

Our high quality PVC compounds are used in a variety of production processes, including injection moulding, extrusion and blow moulding, supplying into a wide range of markets.

Role Summary

Benvic Dugdale have experienced significant growth over the past few years, and continue to do so. Benvic Dugdale therefore need to appoint an experienced manager to the business.

The successful candidate will be required to

- Effectively manage customers both at their production sites and offices.
- Grow existing customers, as well as develop new customer trading relationships and business opportunities
- Be responsible for delivering budgeted sales, incremental growth and margin enhancement, through the development of strong business plans coupled with a structured approach to the sales process and customer negotiations.

Key Activities and Responsibilities

- Management of major accounts, including project management of supply chain activities, commercial pricing and site visits.
- Delivery of the sales budget for an assigned portfolio of regional & key accounts.
- Pursue opportunities to grow the size of the business with existing customers
- Drive the Company and customer led new product development as a way to reduce cost and enhance margins
- Assist and work alongside the UK Sales & Technical Team and the Commercial Director for UK and Ireland in the preparation and implementation of customer negotiations
- Build excellent working relationship internally and with customers.

Key Results Areas/Outputs

- Delivery of budget sales requirements
- Deliver profitable sales growth through new and existing accounts
- Implementation of new product development activity
- Proactive margin protection, enhancement and improvement activities

Experience

- Experience within the polymer industry (technical or commercial).
- Demonstrable experience of managing and developing strong customer relationships
- Demonstrable experience within a field sales role, utilising a structured approach to the selling process or technical competence within the polymer processing industry.
- A track record of delivering profitable sales growth

Knowledge

- High degrees of PC competency. Good working knowledge of the standard MS Office suite; Excel, Word and PowerPoint.

Skills

- Ability to organise, prioritise and plan work effectively
- Excellent communication skills via all methods
- Driven and determined
- Possess positive attitude, self-motivation and a proactive nature
- High attention to detail
- Confident negotiator and problem solver
- Ability to be adaptable, responsive and flexible in your day to day approach

Remuneration package is dependent upon experience and includes company car, pension, private medical and bonus scheme. Please submit full CV, along with salary aspirations to andy.tombs@benvic.com