

Asset International Structures

(A Division of Hill & Smith Ltd)

Senior Sales Consultant (Rail)

Asset International Structures (a division of Hill & Smith Ltd) is looking to increase its successful sales team by recruiting an experienced Senior Sales Consultant (Rail) to work across its suite of products within the rail sector. Due to Asset Structures growth in the market and new additions to its evolving portfolio, now is an exciting time to join one of the many growing companies within the Hill & Smith PLC Group. The Senior Sales Consultant (Rail) will play a vital part in driving sales and increasing market awareness across a range of sectors.

The role requires a proactive approach in identifying and building new business opportunities within the rail sector. Active selling of the company's product range, in order to increase sales and establishing new market positioning is paramount to the role. A strong commercial awareness within the highways, rail and coastal sectors would be advantageous. Asset Structures clients broadly range from a technical background including consulting engineers, local authorities, civil engineering estimators and buyers from the contracting industry.

Candidate specification: Due to the nature of the role you will need to have 4+ years' experience in business sales and strategy development within a sales environment. You should be able to demonstrate a strong commercial awareness and have experience of contract and sales negotiations. A proven track record in sales, together with a proactive approach to sales management and the desire to achieve business success is key to your career progression within Asset International Structures.

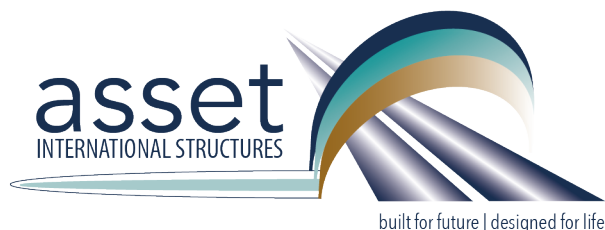
Responsibilities and duties

Key responsibilities and duties are listed, but not limited to, the below:

- Generate new sales from clients who might benefit from the organisation's products or services.
- Develop long-term relationships with clients.
- Create sales strategies for the allocated product suite.
- Collate and assist in monthly forecast planning for submission to the Managing Director.
- Manage contract negotiations and liaise with interested parties.
- Keep up to date with contract changes and developments.
- Ensure that all terms of contracts are followed.
- Ensuring that the department adheres to the organisation's sales policies and procedures.
- Maintaining accurate and up-to-date records on the budget proposal.
- Contribute to the development of the business and sales strategy
- Support marketing activities by attending trade shows, conferences and other marketing events.
- Prepare actions plans for effective search of sales leads and prospects using ABI etc.
- Initiates and coordinates development of action plans to penetrate new markets.
- Assist in the implementation of marketing plans as needed.
- Provide timely, accurate, competitive pricing on all completed prospects for pricing whilst striving to maintain maximum profit margins.
- Liaise with other members of the sales team and other technical experts.
- Conduct and assist in the preparation of business proposals.
- Adhere to all company policies, procedures and business ethical codes.

Qualifications and Skills

- A degree or HND in a sales management or equivalent experience in engineering sales
- Excellent communication skills - oral and verbal
- Managing budgets set by the Managing Director
- Generating budgeting strategies
- Conducting customer analysis
- Technical engineering analytical abilities
- Microsoft software including Excel, PowerPoint & Word
- Ability to meet deadlines



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ISSUE A/2019

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The Company

Heritage, growth and evolution

In 1954, ARMCO established its manufacturing plant in South Wales. With many years of trading success ARMCO's UK arm was sold and purchased by Hill & Smith Holdings PLC in 1986 and began trading under the name of Asset International Structures, (a division of Hill & Smith Ltd).

Since 1986 Asset International Structures has firmly positioned itself as a market leader in the corrugated steel pipe market with its leading brand name of 'MultiPlate'. 'MultiPlate' in its various formats, has been produced for supply into the road construction industry for over 100 years.

Over the years Asset International Structures has fully embraced the necessity to provide value engineering solutions. Each project undertaken, considers improving functionality, enhancing life span and assists in reducing costs.

In order to increase the span range, Asset 'StrenCor' was added to the product suite back in 2000. Asset 'StrenCor' was the first large scale corrugated arch structure installed over a live railway within the UK and was also the widest corrugated steel arch designed and constructed within the UK in recent years.

Over the past ten years additional product lines have been added to the portfolio to include BEBO precast arch and VSoL retained earth structures for both the highway and rail infrastructure markets within the UK.

With a clear focus on future growth and strategic planning in addressing emerging markets worldwide, Asset International Structure continues to add to its product portfolio.

Working environment

Asset International Structures offers a friendly and supportive working environment, where employees are self-motivated, a team player and is committed to their work. In return the company offers a range of benefits. We are an equal opportunities employer and we strive to create a diverse and positive working culture.

Position Location

Newport, South Wales, UK. Travelling will be necessary within this position

Salary

Full time - between £35,000 - £40,000 a year depending on skills and experience.

Benefits

Holidays: 25 company days plus UK public holidays.

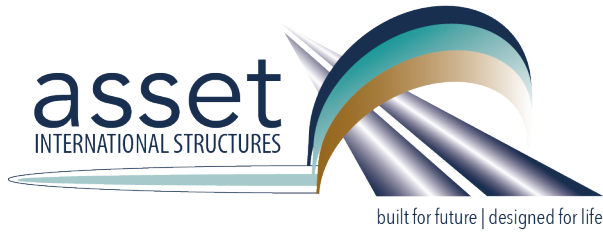
Private pension provision, with maximised employer's contributions.

Private healthcare cover

Performance Bonus.

Recruitment contact: Job reference **JD09**

If you would like to apply for this position, please send your CV together with the competency application form to recruitment@assetint.co.uk. Alternatively, you can request a job competency form from recruitment@assetint.co.uk.



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Person Specification Form

Job Title: Senior Sales Consultant (Rail)

Department: Technical Sales - Responsible for ensuring sales generation across the product range within the rail sector.

FACTORS	ESSENTIAL	DESIRABLE
• Generate new sales from clients who might benefit from the organisation's products or services	✓	
• Develop long-term relationships with clients, through interpreting their requirements.	✓	
• Create sales strategies for the allocated product suite.	✓	
• Collate and assist in monthly forecast planning to the Managing Director.		✓
• Manage contract negotiations and liaise with interested parties.	✓	
• Keep up to date with contract changes and developments.	✓	
• Ensure that all terms of contracts are followed	✓	
• Ensuring that the department adheres to the organisation's sales policies and procedures.	✓	
• Maintaining accurate and up-to-date records on the budget proposal including quote log and forecast tabs.	✓	
• Contribute to the development of the business and sales strategy for the market ensuring the attainment of organisational sales goals and profitability.	✓	
• Support marketing activities by attending trade shows, conferences and other marketing events.	✓	
• Prepare actions plans for effective search of sales leads and prospects using ABI etc.	✓	
• Initiates and coordinates development of action plans to penetrate new markets.		✓
• Assist in the development and implementation of marketing plans as needed.		✓
• Provide timely, accurate, competitive pricing on all completed prospects for pricing whilst striving to maintain maximum profit margins.	✓	
• Adhere to all company policies, procedures and business codes of conduct	✓	
• Conduct and assist in the preparation of business proposals	✓	



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Qualifications	ESSENTIAL	DESIRABLE
<ul style="list-style-type: none"> A degree or HND in sales management or equivalent experience in engineering sale 	✓	
<ul style="list-style-type: none"> Member of ISM (Institute of Sales Management or CIM (The Chartered Institute of Marketing) 		✓

Relevant experience	ESSENTIAL	DESIRABLE
<ul style="list-style-type: none"> Rail sector experience 		✓
<ul style="list-style-type: none"> Working as part of a sales team 	✓	
<ul style="list-style-type: none"> Presenting information to clients, teams and executive members 	✓	
<ul style="list-style-type: none"> Promoting a culture of sales growth 	✓	
<ul style="list-style-type: none"> Driving productivity and demonstrating results 	✓	

Aptitude, skills and abilities	ESSENTIAL	DESIRABLE
<ul style="list-style-type: none"> Excellent presentation and communication skills, both verbal and written 	✓	
<ul style="list-style-type: none"> Strong organisational skills 	✓	
<ul style="list-style-type: none"> Excellent IT skills, including Microsoft Word, PowerPoint, and Excel 	✓	
<ul style="list-style-type: none"> Familiar with CRM systems 		✓
<ul style="list-style-type: none"> Ability to prioritise, work under pressure and to meet strict deadlines 	✓	
<ul style="list-style-type: none"> Excellent numeracy skills 	✓	

Personal attributes and disposition	ESSENTIAL	DESIRABLE
<ul style="list-style-type: none"> Ability to work independently on own initiative 	✓	
<ul style="list-style-type: none"> Possess the desire to drive business and achieve target 	✓	
<ul style="list-style-type: none"> Confident in attending meetings and undertaking presentations 	✓	
<ul style="list-style-type: none"> Able to motivate others in order to drive sales targets 	✓	
<ul style="list-style-type: none"> Represent the organisation at exhibitions 	✓	
<ul style="list-style-type: none"> Willingness to be flexible and take on additional duties when required in the interest of the organisation 		✓
<ul style="list-style-type: none"> Ability to get on well with a wide variety of people 		✓