

Career Opportunity:

Sales and Specification Manager

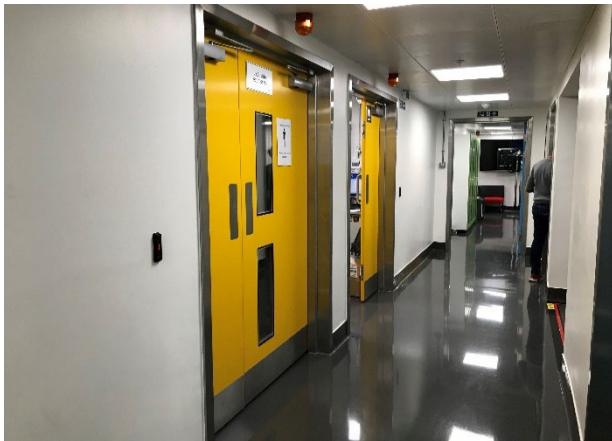
Job Title:	Sales and Specification Manager	Office Location:	Wicklow
Pay Rate:	DOE	Position Type:	Full time Permanent Contract
Line Manager:	Commercial Sales Director	Start Date:	ASAP

About DorteK:

DorteK are an Irish Company originating in Wicklow who have been manufacturing a range of specialist hygienic door sets, automation systems and window systems since 1968 for installation throughout Ireland, UK, Europe, US and SE Asia. Our dedicated in-house teams deliver complex, bespoke door packages from initial design, through specification and manufacturing through to installation and final commissioning.

DorteK supply the global top 20 pharmaceutical manufacturers and provide a total project management solution to door packages across Food Manufacturing, Pharmaceutical, Cleanroom Research Laboratory, Hospitals and Retail sectors internationally. Each client chooses DorteK for a variety of reasons but, we believe primarily due to the quality of our products and the high levels of flexibility, dedication and service we offer. We pride ourselves in getting the job done.

At DorteK, we believe our success has been built upon the 160 great people who work for us. We're a team that works hard for our clients and firmly believe our growth is down to the ambition, dedication and the expertise of everyone within the DorteK family.



ROLE OVERVIEW:

The successful candidate will be tasked with specifying our range of high-performance hygienic door systems, focusing almost 100% of their time on architects and specifiers.

Specification selling is an established part of DorteK's business, we require a dedicated individual located in Ireland to cover Ireland and Northern Ireland to further develop our architect and specifier relationships. This is an outstanding opportunity for an established manager to make their mark within our team.

This is a technical and performance-focused specification role, driving increased specification of our range of door, window and transfer hatch products within defined market sectors, supporting our commercial team in our overall business strategy.

The successful candidate will need to build on our existing customer and client relationships across the sectors we supply, attending meetings with clients, contractors and architects to secure a project and ensure it's successful delivery.

The role comes with significant autonomy, with the ability to make a real difference in an energetic and successful company. The right candidate will have a high level of self-motivation, a demonstrable track record of delivering growth, exceeding targets and must have a strong specification selling background.

Knowledge of the construction sector and contracting environment would be an advantage.

KEY RESPONSIBILITIES INCLUDE:

- Specification driven sales and business development.
- Present to clients, architects, sub-contractors and consultants with a view to building a demand for DorteK's products.
- Maintain and develop key relationships with our specifiers and end-users to ensure we are the preferred choice for our range of products.
- Build manage effectively a strong sales pipeline to achieve sales targets.
- Update customer data, projects and activities in the CRM system.
- Ensure quotations, proposals and technical details reach our customers in a timely manner and follow up through to order placement.
- Recommend product lines by identifying new product opportunities, and/or product and service changes; survey consumer needs and trends; track competitors.
- Participate in technical/professional organisations or networking groups, set up and attend trade shows, exhibitions, conferences to represent DorteK at a local/national level.
- Follow up business/planning leads with existing and potential new architects/specifiers/clients.
- Work with the team of DorteK sales managers, estimators, project managers and manufacturing teams to ensure smooth delivery of projects to our clients.

EXPERIENCE:

- Minimum 5 years relevant sales experience in the construction or engineering sectors.
- Experienced in liaison with clients, architects and consultants.
- Experience of specification driven sales in the construction industry an advantage.

ATTRIBUTES AND SKILLS

Dortek are looking for people with a great work ethic. Our ideal candidate will have the following skills:

- Excellent technical and communication sales skills (oral and written), plus the ability to confidently deliver presentations and CPDs.
- Strong IT skills, including MS applications and CRM platforms for forecasting/project tracking
- Be organized, with good time management skills.
- A 'can do' attitude
- Must be driven to work to the highest quality levels.
- Ability to work as part of a team, and individually.
- A self-motivated and proactive collaborator, with the ability to work to deadlines.
- A flexible and innovative problem solver.
- Punctual.
- Results-driven.
- Ability to build strong customer relationships.
- A full Irish driving license, as you will need to travel to clients across the Region and further afield, plus there will be periodic visits to our Wicklow office.

SALARY AND BENEFITS:

Dortek is offering an attractive salary package and car.

If you are interested in becoming part of the Dortek team and making a real difference, please send your CV to: louise.bridgeman@dortek.com