Designer **Contracts**

Vacancy – Area Manager

With 250 staff and an annual turnover of over £30 million across 12 regional centres, we are the UKs largest flooring contractor. This is a fantastic opportunity to join our Senior Management team.

Due to our significant and continued expansion we are looking for the following position at our Regional office in Birmingham:

- **West Midlands**
- **£45,000 OTE, plus Audi A3**
- **Permanent, full time**

This is an excellent position for an experienced, motivated individual to progress their career and move to a company who have expanded impressively. We require a confident individual who is keen to succeed and able to demonstrate an excellent track record in acquiring and developing new business as well as looking after existing customers.

The Role

- Gain new business by visiting potential/existing customers/sites 3 days per week
- Manage, lead, communicate with, develop and motivate team
- Manage existing business
- Evaluate and look for ways to improve sales and margins
- Maximise profit contribution
- Decide what products to offer customers & ensure pricing always current
- Carry out direct report's appraisals, set objectives, targets and monitor
- Budget
- Provide relevant management information
- Ensure customer satisfaction
- Meet own and regional objectives and targets
- Minimise debt
- Minimise regional stock holding and maintain correct stock levels
- Ensure planning, pricing and quotations are accurate and well presented

The Person

- Previous flooring experience is essential
- Excellent people management skills
- An inspirational Manager
- Strong communication and organisational skills
- Extremely commercial with your approach with strong business acumen
- Must be DBS (CRB) checked and have a current, clean driving licence to carry out this role

If you have the relevant experience and drive to make a real difference and grow our business, send us your CV as well as details of your current salary and package.