

<b>Position</b>	Fit Out Sales Manager
<b>Reporting to</b>	Head of Interior Fit Out
<b>Location</b>	Tsunami-Axis – London, St Neots, Nationwide and European travel
<b>Business Unit and Department</b>	Tsunami Axis Operations
<b>Employment Period</b>	Permanent
<b>Salary Package</b>	Competitive Salary & commission

**Job Purpose:**

Responsible for planning, implementing and directing the sales activities of the company in a designated area to achieve sales objectives. This position will have the responsibility to achieve individual revenue and gross profit targets.

**Principal Accountabilities:**

- As a Sales Manager committed to growth, your objective is to win new business as well as managing active accounts.
- Responsible for the overall coordination, the functional management and leadership of all of the sales activities involved in a project.
- Oversee the activities and performance of the project team to close accounts satisfactorily within agreed deadlines.
- Liaise with other company functions including Finance to ensure achievement of sales objectives
- Development of sales presentations and proposals
- Track, collate and interpret sales figures
- Forecast annual, quarterly and monthly sales revenue
- Control expenses and monitor budgets
- Analyse data to identify sales opportunities
- Develop promotional ideas and material
- Keep up to date with recent market and industry trends, competitors, and leading customer strategies
- Cultivate effective business relationships with executive decision makers in key accounts

### **Nature and Scope:**

Successfully and profitably manage new and existing accounts, increase sales and help grow the company's reputation and contacts

Commission to be paid per quarter based on achieving targets.

### **Knowledge, Skills, Qualifications & Experience:**

- Must have minimum 2 years' experience as a Sales/Business Development Manager in a competitive selling environment within the Fit Out/Property Industry
- Excellent communication and persuasion skills
- Excellent technical sales skills with strong customer relations
- Commercial awareness
- Stress tolerance
- Decision making and problem solving
- Planning and organizing
- Information gathering and monitoring
- Team-leadership
- Attention to detail and high level of accuracy
- Ability to use relevant software applications e.g. Salesforce

Note: this job description is not an exhaustive list of the responsibilities and activities that the job holder may be required to undertake.

### **How to Apply**

Please email your CV and letter to Neeta at [N.Patel@tsunami-axis.com](mailto:N.Patel@tsunami-axis.com)

#### **Health & Safety Responsibilities**

Managers and supervisors carry both legal and company responsibilities for ensuring the health and safety of their employees, those under their control and those who might be affected by the work undertaken, i.e. public, visitors and employees of other organisations. This includes briefing individuals working for them and ensuring there is the necessary understanding, competence and application of requirements to work safely and without harming the environment.

Employees are responsible for ensuring they fully understand the health and safety risks involved in their work activities and their responsibility to apply the controls needed to manage those risks to acceptable levels. Similarly where work activities can have an adverse impact upon the environment, and particularly where there are legal requirements, employees are responsible for understanding those impacts and the controls they must ensure are applied.