

Job Description

1 Job Title - Area Business Manager - Responsible for Commercial Boilers & Heat Pumps

2 Area - North London including Oxfordshire

3 Objectives of Position

The primary objective of the Area Business Manager (Commercial Boilers & Heat Pumps) is to grow commercial product sales through working with Consultants, Local Authorities, Installers and End-Users, and also to build a strong brand loyalty in this market sector by profitable sales of Viessmann Commercial products within a defined geographical area. The role will be field based and reporting to the Sales Director.

4 Main tasks

- Develop commercial boilers and heat pump sales within existing customer database, and new customer channels
- To give support and advice to Viessmann customers, which include; Boiler and Heat Pump selection and system design
- Suitable and fit for purpose product selection
- On site advice to installers
- Give support on projects from the initial quotation through to the completion of the commissioning
- Able to advise on integration of different products into systems, e.g. Boilers, renewable technologies, cylinders, controls etc.
- Identify key influences within customer base and develop activities to exploit them
- Preparation and execution of Business Development / Action Plans
- Monitor sales performance and identify "gaps" in performance
- Address "gaps" by agreed action with customers and Viessmann Sales Management, monitor the impact through sales orders
- Ensure communication of new product information to key customers
- Work within monthly and annual company budget and target parameters

5 Key Performance Areas

- Maintain customer records and to report on personal and business activity on a regular basis
- Work on their own initiative to increase sales within agreed operational and promotional budgets
- Work as a team player

6 Knowledge Skills and Experience

- Relevant experience and knowledge of the heating & renewable technology industry
- Previous sales experience, with a good success rating
- Be enthusiastic and show a willingness to learn and develop
- Suitable qualifications in Building Services Design
- Relevant experience in the design and installation of commercial products
- Experience of system product integration, with boilers and other products

7 Personal characteristics

- Initiative, drive and enthusiasm
- Excellent communication and "people skills".
- Good planning and organisational skills
- The ability to work calmly under pressure and to meet deadlines
- Excellent IT, statistics and technical writing skills

Suitable candidates are invited to send a CV to: Email: Grij@viessmann.com
Closing date for applications: 30th November 2021