

Southern Area Retail Sales Manager

Nolte Kitchens

Permanent	Reports to: Managing Director UK	Hours: 40 hours PW
Location: Home based – national and some international travel required	Salary: Competitive + bonus + pension + £850/month car allowance	

About Nolte Kitchens

Nolte Kitchens is a family owned business, one of Europe's largest Kitchen manufacturing businesses and Germany's Favourite Kitchen Brand, having been voted for the third time in a row. Product quality and innovation are at the heart of our success, creating market leading ranges which our dealers and customers alike love in equal measure. A truly global player we Export to over 70 countries around the world and the UK is a strategically important market and growing in significance.

Market development in recent years has focused on developing the brand through a combination of owned retail stores, large scale projects and franchise alongside the traditional direct to independent retailer from Germany channel. We have grown significantly our presence and now offer centralised logistics and operations as well as marketing support for our independent retailers.

In total there are over 75 people employed in the Nolte UK businesses.

About the role

The Southern Area Sales Manager performs a key role in the development of the Nolte B2B growth plan. The route to market is through the independent retail sector and currently there are over 35 accounts to manage. Continued growth and development of these accounts is core to the success of this role and a key attribute of the position will be the development of new accounts. Previous experience within the KBB independent retailer sector is essential, as is demonstration of opening new business. The role reports into the Managing Director UK & Ireland.

Responsibilities

- To grow and develop sales of Nolte Kitchens (+ Bathrooms/Living) range of products in the market in line with business objectives.
- Work closely with order processing, customer service and logistics teams for day to day customer request management (order management, pricing, logistics, regulatory and quality request management, complaint management).

- Identify and pursue market development opportunities through proactive gathering of market intelligence.
- Identify and address customer's needs in a timely manner.
- Conduct weekly and monthly activity reporting.
- Increase sales by introducing new customers, according to yearly set objectives. Develop annual budgets / forecasts.
- Build and maintain customer relationships in order to identify new opportunities and grow sales.
- Attend external and internal events (tradeshows, conferences, industry events, local and pan-regional sales meetings, etc.).
- Strong commercial acumen.
- Product training ongoing for existing customers and onboarding for new dealers.
- CRM dealer database management.

Candidate requirements

- Ideally commercially oriented KBB product experience. German Kitchen experience a plus.
- Minimum 5-10 years' experience in field sales, ideally manufacturer or distributor.
- Ability to generate and carry out multiple daily customer sales meetings.
- Strong negotiation, problem solving and account management skills.
- Highly customer focused.
- Able to navigate in complex environments.
- Self-driven, highly motivated, able to set priorities. Desire to consistently exceed expectations.
- Team player within the UKI and Export Team Europe Sales structure.
- Excellent planning, organisation, time management, written + verbal communication skills.
- Computer literate and proficiency with Microsoft Office.