



## Regional Sales Manager Role Profile

Role Profile			
<b>Job Title:</b>	Regional Sales Manager	<b>Reports To: (Job Title)</b>	Head of Sales
<b>Department:</b>	Sales	<b>Responsible For: (Management of)</b>	Sales Advisors
<b>Location:</b>	Regional office – East Midlands		
Who we are?			
<p>We have a reputation for providing quality new homes and exceptional customer experience. Every aspect of the location, design and specification of our homes is carried out with good attention to detail and utmost care. In order, to achieve this we rely on the commitment and effectiveness of our employees. In return we provide a working environment that offers autonomy, support and opportunity. Our aim is to retain our five-star builder status; this means being a five-star employer.</p> <p>Formed in 1993, we have grown to a business employing over 100 people to with a turnover of £100m. We have ambitious, sustainable growth targets and by 2021 our aim is to achieve £150+m. Despite our growth, we remain true to our values - a family run business that promotes giving people real responsibility, acting on initiative and caring for the wellbeing of our employees. Our head office is Chasetown and have offices in Shrewsbury, Stratford-on-Avon and aim to open an East Midlands office in 2018.</p>			
What will the role involve?			
<p>You will primarily be working in the Sales and Marketing team and will also be a key member of the regional management team. You will be overall responsible for the sales of homes on developments within your region in line with company targets and achieving the highest standards of customer service. You will also lead and manage the sales team for your region. You will work in an environment where the power of team work and collaboration is valued. On a day to day basis you will;</p> <ul style="list-style-type: none"> <li>▪ Work with the Regional team to achieve sales , exchange and completion targets and profit up lift set</li> <li>▪ Recruit , support , lead and develop the team to achieve company standards in all aspects of the role</li> <li>▪ Accountable for signing off sales advisors pay and commission and invoices</li> <li>▪ Responsible for control sales and marketing budgets at site level</li> <li>▪ Communicate effectively with internal and external customers at a 5 star level</li> <li>▪ Responsible for taking the sales lead in regional management and development meetings</li> <li>▪ Involvement with marketing executive to deliver excellent sales centre and showhomes to target</li> </ul> <p>You'll be given autonomy and responsibility right from the start to determine the direction and orientation of your own career and team. You can innovate, experiment and float new ideas in an open and collaborative environment supported by other outstanding business people. You should be prepared to pass on your own experiences and knowledge.</p> <p>As a Manager in the Company you will lead from the front, setting an example for the rest of the Company. You will drive the Companys' growth and expansion to protect and promote the Companys 5 star status .</p>			
What kind of person are we looking for?			
<p>We are looking for experienced Field or Sales Managers from the new homes industry who is confident in informing market research and land appraisals for their location. Inspirational leaders with the energy, tenacity</p>			

and ability to drive targets and deadlines to achieve the Company's growth. Effective communication skills, commercial acumen, negotiation, task and deadline management skills are all required. We expect strong team working skills, pride in your work and an ability to build relationships with people at every level.

**How will your career develop?**

Our Company is growing, career opportunities are available but we will discuss with you how you want your career to develop and will provide the support you need. You will be set objectives that will provide clarity and purpose and a development plan that provides the right level of development for you at your stage of your career.

**Our offer?**

You will be rewarded generously for your contribution, you will be paid a market rate salary and will receive a discretionary annual bonus based upon the Company meeting its targets. You will receive a benefits package that is competitive within the industry and receive all the training and development you need. You will work in an environment that promotes flexible/agile working.

**Equal opportunities**

Cameron Homes Limited is committed both to promoting equality and diversity in the Company and to Equal Opportunities in employment. The Company believes in equality regardless of race or racial group (including colour, nationality, ethnicity, national origins) religion, caste or belief, age, disability, gender, gender identity, gender reassignment, sexual orientation, marriage and civil partnerships, surrogacy, adoption and parental rights. This includes any incidents of perceptive or associate discrimination and harassment.