

## Position Specification – Sales and Specification Representative Spain

**POSITION TITLE:** Sales and Specification Representative Spain  
**REPORTING TO:** Sales Manager Spain  
**LOCATION:** Spain – Target region North / Northeast Spain

### **Purpose of the job – Mission:**

The Sales and Specification Representative is responsible for the development of the sales in his/her area through specification and distribution to reach the objectives concerning the sales budget and the margins in his/her area and implement the commercial policy/strategy in the area.

Create the demand for the brand by specification to detect and follow the projects (visibility). Promote the brand. Develop further together with existing distribution and customers, and install new distribution where needed after study (availability).

### **Roles and Responsibilities:**

- Participates in the development of sales policy/targets with the Sales Manager Spain to define business objectives and the means to implement. Analyses the market (customers, competitors,) to propose and implement the accurate specification and sales action plans.
- Prepares and makes visits to specifiers, presents, and specifies our products (Specifiers: Architects, shop fitters, carpenters, economists, designers,) to convince them to use Polyrey products.
- Makes the follow up of the projects until the order to be sure that the specification is kept.
- In collaboration with the distributors, organizes visits with shop fitters, carpenters to improve the visibility and attractiveness of the brand, their knowledge on products, uses and availability.
- Organizes and prepares his/her visits with Distributors in the region and conducts negotiations in the framework of the trade policy of the company.
- Coaches and trains the Distributor's team so that they promote effectively our brand and products.
- Optimizes the stocks of our products in our Distributor's warehouse so that the products are always available for our customers.
- Makes and follows the price quotation following the pricing strategy.
- Supports the launches of the new products on the market.
- Gives support to customers and finds solutions in case of issues or litigations.
- Develops a large network and good relations with the top architects in Belgium
- Fills in the CRM according to the defined rules, makes relevant reporting's to pilot the activity (visit reports, follow up of projects...). Analyzes the activity and pilots the actions to achieve the objectives.
- Works closely with the Project tracking department.

### **Required Experience / Qualifications & Competencies**

- Commercial Education & 5/8 years' experience in Sales / Specification in building products, preferably panels, (b2b sales of components or semi-finished products for building activity)
- Experience in business development and networking.

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- Project management from specification till installation

### **Personal Attributes**

- Commercial
- Ability to convince and negotiate.
- Analyze & decision maker.
- Thinking in solutions/resolving mind
- Handle strong competition.
- Excellent relation builder
- Team spirit
- CRM – Reporting
- Preferably good English level demanded and/or French language level
- Preferably located in Cataluña region

### **Salary package**

Depending on profil and experience

Company car + phone + PC