

USL SHEFFIELD

DESK BASED ACCOUNT MANAGER (DBAM) x 2



The **USL Group of companies** are market leaders in the provision of **specialist civil engineering and construction solutions** for virtually any type of new build or refurbishment project. For almost four decades, the business has been at the **forefront of cutting-edge resin and cementitious technology**, combining high performing innovative products, first class operations, expert technical support, and unrivalled customer service.

USL Group specialise in **expansion joints, structural and liquid waterproofing, construction chemicals, concrete repair systems, injection resins and specialist safety & anti-slip products.**

With a comprehensive portfolio of products and a highly developed global network, the business is focussed on providing specialist construction solutions on a truly global basis. We are currently in the process of building a brand-new facility at Junction 36 nr Sheffield.

At our site in Sheffield, we are looking for two ambitious and motivated individuals to join our **USL Speciality Products Sales Department**. Reporting to the Senior Desk Based Account Manager, this is an excellent opportunity for a high calibre individual to collaborate with our team of experienced professionals and engineers in a dynamic environment.

As a successful candidate you will need to display the desire, drive, and determination to perform as part of a team. You will be given responsibility requiring you to organise your workload and be proactive. **Full training and mentoring will be provided.** This is an excellent opportunity to gain exceptional experience, which is attractive to any career-minded individual.

Main Activities/Responsibilities:

1. Regularly engage with USL Speciality Products customers across a geographical area or specific account base, following an outbound contact programme with those customers who currently receive limited visits.
2. Identify and qualify opportunities through quality business conversations, generating leads and improving sales over the phone, by focusing on our customers' needs, and ensuring customer retention by providing excellent levels of customer satisfaction.
3. Support both National Accounts and Independent Accounts along with managing the relationships with National Buying groups, including working with many sides of the USL Speciality Products business to devise a promotional schedule.

Ideally you will have:

- GCSE level/Degree level
- Ability to display sound judgement and business acumen, and exceptional leadership skills
- Proven experience of, and can demonstrate excellent technical sales skills
- Highly experienced in working under own initiative, demonstrating an ability to set & meet personal targets, combined with the flexibility to adjust to workload priorities to take account of new deadlines
- Interpersonal and communication skills, presentation skills, and a commitment to customer service; build and maintain good working relationships with colleagues, clients, and sub-contractors
- Ability to organise and prioritise workload, maintain confidentiality, and produce/process documents accurately
- Excellent written and numerical, analytical, and problem-solving skills
- IT knowledge, including Microsoft 365 Suite: Outlook, Word, Excel, PowerPoint
- A flexible, forward-thinking approach to work, along with the ability to work as part of a team
- Full UK Driver's Licence and valid Passport

Our fantastic package includes:

- Mobile phone
- Private Healthcare Plan
- 8% non-contributory pension scheme
- Bonus Scheme
- 23 days holiday per annum
- Digital Suggestion Box, Employees of the Month Scheme (win a £200 Amazon voucher!), secure free parking, wellbeing & charity initiatives, CPD Forum

Applications: Cover letter describing how you meet the criteria & CV to: Ben Collins Head of Sales, Technical and R&D	USL Group Tel: 0191 416 1530 Email: ben.collins@uslsp.co.uk Web: www.uslgroup.com
Closing Date	23 December 2021
A full Job Description is available upon request	