

Career at Viega.

# SPECIFICATION SALES MANAGER LONDON



As a driver of innovation, Viega is one of the most important technology leaders in the heating and plumbing industry. We develop intelligent systems and integrated digital solutions. Quality is incorporated into everything we do. We believe that this is about much more than supplying pipelines. We turn spaces into living rooms: More comfortable. More intelligent. More secure. More sustainable.

**We are looking for a Specification Sales Manager to complete our dynamic sales team in London.**

## Your tasks

- You will be responsible for attainment of stipulated sales targets in the relevant area of responsibilities
- Acquisition and management of set core target groups are part of your daily work
- You will hold product launches and facilitate training sessions
- Supporting and drawing up plans for project tenders and their follow-ups will be your specialty
- Intensive collaboration with commercial and technical staff, both field and office workers are required
- You will take a main part in the market analysis in "planning market"

## Your profile

- You have significant sales experience, ideally in the sanitary and heating industry
- Your sales profile is defined by a strategically and conceptually oriented approach
- Realising and executing project are part of your skillset
- Knowledge of CAD would be an advantage
- You have high level of planning skills
- Team-working ability, commitment to achieving goals, enthusiasm and organisational skills
- Strong consulting and negotiating skills complete your professional profile
- Communicate openly and concise to all areas within the business in a professional manner

**Contact person:** Scott James on 0204 582 6495

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