



> POSITION: SALES MANAGER – SOUTH

Reports to: Global Managing Director

The role is to look after SYR's key distributor accounts. These accounts have traded with SYR for many years and the right applicant will need the ability to build strong relationships, drive innovation and increase market share. Upselling and system selling are key to driving the customer base.

Key Responsibilities:

- Compile, analyse and report on sales performance weekly, monthly, quarterly and yearly monitoring performance of Sales relating to the KPIs set out within Sales Directors Strategy.
- Manage your own pipeline of customers
- Liaise with key customers and potential key accounts to maximise territory proposition.
- To drive new sales within our current distributor markets.
- Secure and maintain current business at all times.
- Total focus on our core customer and no cold calling.
- To identify opportunities with the distributor's customer base, to maximise their revenue and SYR's adding value.
- To collectively increase sales by 10% fiscal year.
- To ensure each distributors business is fully understood and assessed.

Essential Skills:

- Proven track record in sales and sales conversions
- Ability to analyse customers and hit growth targets.
- Strong communication internally and externally.
- Proven track record of sales wins and ability to drive key innovative products into your market sector.