

Job Vacancy **Commercial Manager**

Location: Kirkby in Ashfield, Nottinghamshire

Hours of Work: 40 hours per week

Salary: Competitive + Bonus Scheme



The Role

An exciting opportunity has arisen for someone to join the Kirby in Ashfield team as a Commercial Manager to provide day-to-day support to the commercial team whilst also providing commercial leadership and direction for customer and supplier accounts. You will also interface with customers and suppliers on all relevant and contractual matters.

Role Responsibility

Your responsibilities will include but not limited to:

- Work with Branch Manager to improve sales, margin and profitability.
- Develop customer relationships based on CTE service.
- Proactively communicate with the Sales Team to nurture existing and develop new customers.
- Monitor margin performance of orders received to ensure alignment with branch agreed targets.
- Grid 3 – manage the allocation of enquiries for estimating.
- Police grid 5 to ensure all enquiries are returned within CTE targets and to customer requirements.
- Police grid 7 to ensure all agreed quotes receive a follow up.
- Grid 9 – manage the allocation of design.
- Police grid 10 to ensure all design work is issued and approved with CTE targets and customer requirements.
- Co-ordinate branch response to debtors in query and 3 months plus to meet CTE target.
- Carry out estimating and design work to ensure customer deadlines are met.

Skills Required

- Excellent knowledge of the industry.
- Strong management, communication and organisational skills.

What do we offer?

We work hard to continuously improve our reward package, taking into consideration the view of every single employee to make sure we remain an industry leader. Some of the highlights of the fantastic benefits and rewards you can expect include:

- Generous holiday allowance.
- Bonus scheme.
- Health and wellbeing – mental, physical, and financial wellbeing portal.
- Long service awards.
- Employee referral scheme.

Applications

Please send your CV alongside a cover letter to: jo.dawson@crendon.co.uk



“...better by design”