



**Job Title:** Area Sales Manager

**Location:** Northwest England & Wales

**Contract:** Full-time, permanent

James Jones & Sons Ltd is a 5th generation family business and one of the UK's largest and most progressive timber processing companies with core activities in timber harvesting, sawmilling, pallets & packaging, and distribution. We operate from 25 sites across the UK, 18 Australian and 2 New Zealand sites and employ over 2,100 people. In the UK, we operate seven sawmills throughout Scotland and the Northeast of England: an engineered wood manufacturing plant in the north of Scotland and pallet and packaging operations at 14 sites across the UK. We produce high quality, British grown timber for the UK construction, landscaping, and agricultural sectors; market-leading JJI-Joists for the housebuilding and construction markets and pallets and packaging for blue chip domestic and exporting businesses.

For further information about James Jones & Sons Ltd, visit [www.jamesjones.co.uk](http://www.jamesjones.co.uk)

**About the role:**

We are looking to recruit an experienced field-based Area Sales Manager for our sawn timber department covering Northwest England and Wales.

Previous sales experience and a proven track record in a sales environment is essential. While not critical, it would be advantageous should candidates have previous experience, knowledge and commercial understanding of the UK timber, builders' merchants, pallet, packaging or Fencing sectors.

**Location:** Ideally in the Manchester / Liverpool area

This is a field-based role, travelling on average 4 days per week with one administrative day from home. It will require on average, one overnight stay per week in the further parts of the area. Flexibility around working hours can be given.

**Key tasks and responsibilities:**

- Maintain and develop existing customer accounts via regular customer visits
- Identify and develop new customers and relationships
- Negotiate pricing and supply commitments

### **Key tasks and responsibilities: continued**

- Coordinate customer requirements in liaison with sales and production colleagues
- Manage credit exposure and risk
- Analyse and report monthly on your area sales performance

### **Skills and Experience:**

- Driven, enthusiastic and a self-motivator
- Honesty & integrity – enjoy building relationships with customers through trust and openness
- Strong and effective communication skills – both within your team and your customers
- A passion for customer service – committed to doing a great job for your customers and exceeding their expectations
- Motivated to succeed in achieving individual and group targets – be a vibrant member of a great team
- Commercially astute – be able to read and assess the market
- Computer literate with experience of Microsoft Outlook, Excel & Word
- An attention to detail and accuracy

### **Remuneration and Benefits:**

- Competitive salary dependent upon experience
- 33 days of annual leave (including statutory holidays)
- Yearly bonus dependent upon individual and company performance
- Employer pension contribution
- Health and Wellbeing services, including remote GP consultations, mental health support, and physiotherapy
- Life assurance cover (available after 3 months of employment)
- Company car

Applicants must be able to provide eligibility to work in the UK without the need for sponsorship.

**Application and Recruitment Process:** Interested candidates should email their CV to Richard Whild at [Rich.Whild@jamesjones.co.uk](mailto:Rich.Whild@jamesjones.co.uk) by **Friday 16 August 2024**.