

# Specification Manager

5/15/2023

Record UK is the UK subsidiary of agta-record, which is a business within the Assa Abloy Group. Assa Abloy is the worldwide market leader in door opening solutions. At Record UK, we design, manufacture, supply, install and service automatic pedestrian doors Nationally across the UK. We are proud to be the UK market leader and we strive to be the very best in our industry. Our production facility and head office is located just outside Glasgow and from here we support a wide variety of customers including many Blue Chip end-users, Main Contractors, Developers and specialist door companies. We have ambition to grow substantially from our current position and to this grohelp drive this growth, we are seeking to recruit a strong Specification Manager.

To increase sales and profitability through the education and specification of Record UK's systems, products and services to all specifiers within Record UK's target Market sectors. To work with and support the Regional Sales Managers with the specification route to market in line with the company's sales strategy.



This is an outstanding opportunity for an ambitious Specification Manager to build on our existing excellent reputation and develop record UK's specification base. The role comes with significant autonomy and the ability to make a real difference in an energetic and successful company. Reporting to the Head of Product Sales , you will be responsible for strategically planning your business, creating specifications for live projects and working through to successful tender stages with the Regional Sales Managers. The right candidate will have a high level of self-motivation and a track record of delivering growth and exceeding targets. They will be a strong sales professional who performs best when developing trusting, long term relationships with customers.

## **Areas of Responsibility/Tasks**

1. Achieve pre-agreed sales and specification targets of record UK's products: gain specifications with specifying organisations/owners/clients/Main Contractors as required to increase the overall conversion rate of project opportunity to realised sales revenue. This will include activities such as face to face design meetings, Technical presentations and CPD's.
2. Working closely with the Regional Sales Managers to control the sales process from Specification through Tender stages and assist to liasie with Design considerations at all stages through each project.
3. Generate structured Specification Process and Sales Lead demand for the Install side of the business, assist RSM's with pipeline management and forecasting.
4. Ensure CRM and all reports are accurate and up to date

## **Knowledge**

- Able to demonstrate a high level of understanding of the Construction Sales process
- Minimum 5 Years SPECIFICATION Sales Experience
- Ability to present and in particular for Technical Presentations to Architects and other Construction

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professionals

- IT Skills - powerpoint, MS Office, Outlook
- Communication Skills, Self Motivated and Enthusiastic
- Problem solving skills

## **Skills**

- Professional Selling skills
- Communication and presentation skills
- Technical acumen
- Problem solver
- Good negotiator

## **Attributes**

- Home location needs to be in the South of the UK, ideally close to one of the large Northern cities
- Self motivated
- Results driven
- Able to build strong customer relationships
- A team player

## **Essential Criteria**

- Minimum 5 years commercial experience in a Specification Sales Role within Construction Industry
- Must demonstrate that they can develop and manage a sales plan.

Holiday: 33 Days

40 hours per week.

Please send your CV to [recruitment@recorduk.co.uk](mailto:recruitment@recorduk.co.uk)