

National Specification Manager - Healthcare

6/28/2023

This is an outstanding opportunity for an ambitious National Specification Manager to build on our existing excellent reputation and develop record UK's specification base of our automatic door solutions to meet the demands of all healthcare environments including hospitals and cleanrooms, care homes, pharmacies, clinics and dentists. The role comes with significant autonomy and the ability to make a real difference in an energetic and successful company. Reporting to the Equipment Sales & Market Director, 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 experience within the Healthcare sector and a track record of delivering growth and exceeding targets. They will be a strong sales professional with a high level of self-motivation, who performs best when developing trusting, long term relationships with customers.



Mission

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

Job Description

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Tasks

1. Achieve pre-agreed sales and specification targets of record UK's products: gain specifications with specifying organisations/Architects /NHS 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 liaise with Design considerations at all stages through each project.

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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 Healthcare sector sales process
- Minimum 5 Years SPECIFICATION Sales Experience
- Ability to present and in particular for Technical Presentations to Architects and other Construction professionals
- IT Skills - powerpoint, MS Office, Outlook

Skills

- Communication Skills, Self Motivated and Enthusiastic
- Problem solving skills
- Professional Selling skills
- Communication and presentation skills
- Technical acumen
- Problem solver
- Good negotiator

Attributes

- Home location is flexible, ideally close to one of the large UK cities
- Self motivated
- Results driven
- A proven and successful track record in Healthcare Specification Sales
- Able to built strong customer relationships
- A team player

Experience Required

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