

Careers at Cubis Systems



Cubis Systems is a global leader in the design, engineering and manufacture of network access products for the infrastructure, utility and construction markets. Headquartered in Northern Ireland, Cubis is part of the €27 billion CRH Group and operates from multiple sites across the UK and Ireland, exporting to over 30 countries worldwide. Due to the continued growth of our business we currently have a vacancy for a:

Regional Sales Manager

The Role

Reporting to the Commercial Manager the successful candidate will be based at our High Carr site and be responsible for driving and developing the business focusing on all aspects of the company's activities be that Sectors, Products and Channels to Market, their key responsibilities will include:

- Ensure that Cubis products are stocked & used in line with customer contracts and service expectations.
- Regular contact and liaison with Business development colleagues to ensure that business and customer expectations are met.
- Promote the sales & use of Cubis products through UK Contractor customers and merchant channels
- Identify and anticipate market and customer technical needs and expectations whilst realising sales & specification opportunities
- Proactively identify sales & growth opportunities
- Regular engagement with all Contractor/sub-contractor involved in the various market sectors.
- Prepare Budgets in conjunction with the business Heads
- Prepare individual customer account plans that take into account the companies offensive and defensive strategies
- Prepare customer demand and forecasting on a regular basis and feed into operations and planning departments

Manage & lead to ensure:

- The creation of strong relationships with the Procurement & engineering/design partners of asset owners, contractors, merchant partners & other customers.
- Identification of key technical trends and opportunities for the business and feedback into the business.
- Work closely with technical team with product development opportunities
- Provision of customer & market information feedback to the Marketing and Product Development team.
- The sharing of sector knowledge and training to customers and the internal organization
- Provision of training on products and solutions to key stakeholders.
- Regular reporting of activity and performance
- Make technical presentations to clients, conferences, conventions etc.
- Work closely with the marketing to develop effective customer presentation materials
- Ensure technical & product development colleagues are engaged by managing and arranging appropriate client interactions and onsite visits
- Liaising with other departments, as required, across the organisation, for example Operations, Planning, Technical, Marketing
- Liaising with Business development and customer support personal.]

The Applicant

The candidate will need to have strong and relevant industry experience as well possess the following skills and competencies:

- A third level education in Structural or Civil Engineering
- Track record of dealing with contractors, utility assess owners and distribution partners
- Experience in identifying and delivering solutions to customers, decision makers and influencers
- Proven sales experience and track record
- Technical knowledge and capability
- Knowledge of the UK merchant channels people and structure
- Knowledge of UK building products market
- Experience in ERP and CRM systems
- Extensive account management and sales management experience
- Effective pipeline management
- Customer service oriented
- Strong presentation skills
- Ability to influence and collaborate with customers and team members
- Able to drive engagement and build personal networks]

How to apply

Cubis is a progressive business with a focus on attracting and developing the best talent. Excellent career development opportunities exist within the business and the wider CRH Group. We offer an attractive remuneration package including ShareSave options and private healthcare provision. If you would like to be considered for this post, please forward a covering letter and C.V. by email to recruitment@cubis-systems.com. All applications must be received by **Tuesday 28th of June 2022**]