

# 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:

## Account Manager (Water) - France

### The Role

Reporting to the France Director, the Account Manager will develop business with existing and new customers within the Water market. Based in France. The responsibilities for this role include:

- Develop and execute sales plan in line with strategic plan and budget
- Develop the business with existing and new customers in the southern and eastern part of France
- Sell and specify our solutions to end users
- Independent planning and implementation of customer visits
- Acquisition of new customers
- Maintenance of customer data in CRM
- Negotiation of commercial conditions, delivery times
- Preparation of the conclusion of contracts
- Explanation of products, application and processing within the scope of customer trainings
- Participation in trade fairs, counter days, customer events and exhibitions
- Collaboration with other CRH companies
- Continuously seek and collaborate with customers to develop new solutions
- Support and train our distributors
- Market intelligence and feedback for product development

### The Applicant

Candidates must be fluent in English, the successful candidate must also possess the following skills and competencies:

- Diploma in Business or Sales
- Experience in specification selling, having developed products within the construction or utilities market
- Technical Sales training
- Commercial experience and qualifications
- Technical understanding of products
- Strong negotiating skills
- Strong communication skills
- Knowledge of the Water market, authorities and companies is desirable
- Knowledge of Salesforce and ERP systems is desirable

### 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](mailto:recruitment@cubis-systems.com). All applications must be received by **Friday 24<sup>th</sup> March 2023**