

- Do you get **distracted** by vocal colleagues?
- Are you worried about **confidentiality** breaches?
- Do you often **mishear** conversations?

JOB DESCRIPTION

Job Title:	ACOUSTIC SALES MANAGER
Sector:	Private Sector, Commercial Office Furniture Industry
Reports to:	Acoustic Sales Director
Job Location:	UK
Job type:	Permanent
Full time:	Basic office hours 09.00 to 17.30, Monday to Friday This position will involve travelling. A degree of flexibility in working hours is therefore required and may involve some unsociable hours
Salary:	Competitive salary plus commission

Plus an excellent benefits package including, but not limited to, Company Vehicle, Contributory Company Pension Scheme, Life Assurance, 28 days Holiday Entitlement (inclusive of bank holidays), and Child Care Voucher Scheme

Is noise an issue in your office?

Screen Solutions is Europe's leading manufacturer of screening and room in room systems, providing effective space organisation in contemporary office interiors. To complement our comprehensive product portfolio, our acoustic specialist consultancy service, Acoustic Comfort provides managed noise control that helps eliminate common noise related problems in the workspace; reducing distractions, managing privacy and improving clarity in virtually any working environment.

This is a rare opportunity for an Acoustics Sales Manager to join our rapidly expanding division. You will work closely with the Acoustic Sales Director generating sales for Acoustic Comfort, creating market awareness of our services whilst promoting our goal "to consistently exceed our customer's expectations".

Accountabilities:

Selling of Acoustic Comfort Products and associated services
Developing relationships with Fit-Out companies, Acousticians, Main Contractors, Interior companies and suppliers
Managing leads and enquiries in designated territory

Screen Solutions | Defining space | www.screensolutions.co.uk

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Accountabilities Continued / ...

- Design, costing and preparation of proposals for projects
- Production of quotations
- Conducting site surveys and sketching of site survey drawings
- Liaising with clients and site managers
- Ensure timely and efficient completion of installation
- Attending meetings with end users, fit-out partners and clients to provide acoustic support and advice
- Presenting continued professional development and partner training sessions
- Research and development of new market sectors
- Maintaining Customer Relationship Management system ("CRM")
- Production of case studies for acoustic projects
- Managing showroom walk-ins
- Sales forecasting

Skills:

- Diploma in Acoustics and Noise Control, (Institute of Acoustics) or equivalent
- Previous experience in Acoustics
- Previous experience in a sales related role
- Knowledge of workplace interior design
- Understanding of the construction industry
- Computer literate, including PowerPoint, Word, Excel and Outlook
- Report writing
- Full driving licence required

Abilities:

- Good command of both written and spoken English
- Numerate
- Well organised and positive attitude
- Persuasive and able to stay calm under pressure
- Honest and reliable
- Committed, accurate and with a good eye for detail
- Ability and willingness to adapt to changing circumstances
- Ambitious, hungry to progress and ability to absorb new information and gain new skills
- Problem solver
- Ability to conduct site-surveys
- Willingness to work additional hours

To apply, please send your CV together with a covering letter highlighting why this vacancy is of interest to you and stating salary expectations to Sally Marshall, Human Resources Manager – either by email to: sally.marshall@screensolutions.co.uk or by post to Screen Solutions Ltd, Beaufort House, Greenwich Way, Peacehaven, East Sussex, BN10 8JQ.