

EAGLE PLANT

JOB DESCRIPTION

- Title:** Regional Sales & Operations Manager
- Scope:** Depots in the North West, South Wales, Midlands and London.
- Conditions:** Competitive salary + bonus, Company car + the benefits of working within an Employee owned organisation.
- Accountable To:** Managing Director
- Financial Limits:** To be agreed

Summary of the post;

Eagle Plant is an unique Employee Owned independent business which provides quality plant and portable accommodation for hire and sale. As the Sales and Operations Manager your main duties and responsibilities will include, but will not be limited to:

Key Accountabilities

- Undertaking research to identify potential clients that fit with the Company's portfolio, mission for sales growth and values.
- Developing and documenting a pipeline of new business opportunities.
- Identifying, developing and maintaining relationships with key decision makers.
- Proactively, making outbound calls and regular visits to construction sites.
- Generating new business while at the same time building and developing relationships with existing customers.
- Working closely with Depot Managers and Hire controllers to ensure that relationships and nurtured and remain positive.
- To ensure that the values of our organisation are demonstrated and delivered consistently.

In addition to the above specific main duties, all managers are responsible for:

- Promoting measures to ensure fairness and equality of opportunity, politeness and consistency in dealing with all stakeholders, employees, customers, suppliers and the general public.
- Implementing health and safety, environmental and quality procedures.
- Improving working methods and using resources cost-effectively to ensure optimum profitability for the benefit employees/shareholders.

Requirements;

To be considered for the Sales and Operations Regional Manager position, you must have previous experience in the Plant industry. You will have a strong track record of developing and originating sales and operations opportunities. In addition, you must possess the following key skills and experience;

- Experience in the construction, Operations and/or Sales in Plant Hire
- Excellent & professional presentation and communication skills.
- Good written, verbal and computer skills.
- Strong customer service skills and the ability to support and relate to all levels in the organisation.
- The ability to be self-motivated, resilient and independent.
- Be able to work with a close network and team, i.e. good at fostering and developing positive relationships.
- Be honest, reliable and trustworthy.
- Strong problem solving capabilities.

Confidentiality:

The post holder must maintain the confidentiality of all information about staff, customers and other aspects of the business, in particular compliance with the Data Protection Act 1998.

Health and Safety:

Employees must be aware of the responsibilities placed upon them under the Health and Safety at Work etc. Act 1974, to ensure that the agreed safety procedures are carried out to maintain a safe environment for all employees and visitors.

Equal Opportunities:

The post holder must at all times be diligent towards their responsibilities of the company Equal Opportunities Policy. In addition, you are expected to behave in a polite professional manner towards colleagues and customers, and ensure that the team remain motivated and trained to the correct standard.

This job description is intended as a guide to the scope of the duties and responsibilities of this post, and is not meant as an inflexible specification. It may be reviewed from time to time in consultation with the post holder, in line with changing circumstances and in light of organisational change.

If you are interested in these unique and fantastic opportunities to help shape the future of Eagle Plant, you will be required to be based at any depot in the Midlands/North or South (2 roles). Please submit your CV and covering letter detailing your suitability for the role, to **Michael.Grimoldby@eagleplant.co.uk**