

PORTABLE SPACE

Job Description – Technical Sales Executive – Modular Buildings & Steel Cabins – South of England

Location: Typically 2-3 days Suffolk office - balance onsite sales & installation meetings

Overview

To proactively generate sales for Portable Space's range of stacked or linked modular buildings and steel cabins for a large variety of uses including offices, community halls, classrooms, healthcare, sports clubs, construction site accommodation, nurseries, storage units and marketing suites.

Responsible for

Working with the Conversions & Modular Project team

Generating leads for both Modular (Complaint, Euro, Steel & Used) buildings and Steel Cabin Sales (order making not order taking)

Converting these leads & overseeing installation of successful contracts

Assisting colleagues in other parts of the business (including hire as required)

Main tasks

Identifying suitable prospects with strong credit rating

Networking with relevant contacts through Business clubs, Trade Associations, Trade Shows and social media

Cold calling & arranging site & client visits with suitable prospects

Generating quotations & designing / specifying suitable solutions for the client

Following up quotations & closing sales

Site installation project planning

Ensure suitable contracts are drawn up with all suppliers & regular monitoring of build & installation

Responsible for sub-contractors on site (Installation teams, craneage & transport companies)

Following up leads from other parts of the business including the website

Work with Commercial Director & Finance Manager for PQQ and tendering process as required

Working with in house CAD team and checking drawings to meet client specification

Following the company Business Management System (quality, environmental & Health & Safety)

Passing relevant enquiries to other parts of the business

Essential Skills

Prior Experience of Sale & installation of Modular buildings or cabins

Site Manager Safety Training Scheme (SMSTS)

Computer literate

Driving Licence

Desirable Skills

Appointed person certification

CAD drawing experience

Knowledge of Quality, Environmental systems