

Job Description

Title	Solutions Manager - Vehicle Restraint Systems
Reporting to	Head of Solutions
Salary	
Role	Full Time, Permanent 39 hrs p/w - You may be required to work additional hours & weekends at times
Location	Palmer Drive, Nottingham & hybrid
Benefits	Pension scheme, SAYE scheme, Cycle to Work scheme, Occupational Health scheme, Private Health Care scheme, Bonus eligibility, Life Assurance, Training, Employee Assistance Programme inc. Exclusive Offers - An online portal offering vouchers and discounts & 25-day Annual Leave plus Bank Holidays.

Job brief:

We are seeking an experienced and results-driven Solutions Manager to lead technical sales of our vehicle restraint barriers and road safety products. In this role, you will drive revenue growth, foster client relationships, and deliver innovative solutions tailored to the highways, construction and infrastructure sectors.

As the Solutions Manager, you will identify new business opportunities, build new relationships, influence designers, manage existing accounts, and ensure customer satisfaction while maximising profitability. Your expertise in the road safety industry, combined with technical sales ability and strong leadership with strategic thinking, will be instrumental in achieving our business objectives.

If you have a proven track record in sales, technical ability, excellent negotiation skills, and a passion for driving impactful projects, we'd love to hear from you.

Purpose of the role:

In this role, you will oversee and drive an increase in sales of our temporary barrier product portfolio in the UK and lead development of export opportunities for our Brifen wire rope barrier. This role is responsible for developing and executing strategic sales plans, managing client relationships, and ensuring the achievement of revenue and profitability targets. The ideal candidate will have expertise in the construction, infrastructure, or road safety industries, with capability to increase customer acquisition and strengthen the company's position as a trusted supplier.

Key Responsibilities:

Sales Strategy and Execution:

- Develop and implement strategic sales plans to create a robust sales pipeline to meet or exceed revenue targets.
- Identify and target new business opportunities while maintaining and growing existing client relationships.
- Monitor market trends, competitors, and customer needs to adapt strategies effectively.

Client Relationship Management:

- Build and maintain strong, long-lasting relationships with clients, contractors, and stakeholders in the infrastructure and construction sectors.
- Conduct client meetings, presentations, and site visits to understand their requirements and propose appropriate solutions.
- Provide exceptional customer service to ensure client satisfaction and loyalty.

Team Leadership and Collaboration:

- Collaborate with internal teams, including operations and technical support, to ensure seamless service delivery.
- Contribute to forecasting and strategic planning.

Product and Industry Knowledge:

- Maintain an in-depth understanding of road restraint barrier products, including their applications, benefits, and compliance requirements.
- Advise clients on appropriate solutions based on technical specifications and project needs.
- Engage with designers to influence design at earliest possible project stage.

Financial Management:

- Negotiate contracts, pricing, and terms to maximise profitability while meeting client expectations.
- Prepare accurate sales forecasts, budgets, and reports for senior management.

Compliance and Reporting:

- Ensure all sales activities comply with company policies and relevant industry regulations.
- Maintain accurate and up-to-date records in the CRM system.

Person Specification

Detailed below are the types of qualifications, experience, skills, and knowledge which are required.

The Essential column shows the minimum essential requirements for the post.

The Desirable column shows additional attributes which would enable the applicant to perform the role more effectively with little or no training. They are not essential but may be used to distinguish between applicants.

The Category column indicates the method of assessment:

V=CV

I = Interview

C = Certificate

T = Test

R =Reference

	Essential	Desirable	Category
Qualifications			
HND or Degree in business		Yes	
Civil Engineering qualification		Yes	
Experience			
Technical business development	Yes		
Commercial acumen		Yes	
Knowledge			
Understanding of VRS		Yes	
Understanding of the highway infrastructure market		Yes	
Skills			
Ability to read and understand CAD drawing layouts	Yes		
Create and deliver Power Point presentations		Yes	
Understanding of CRM systems		Yes	
Strong communication	Yes		
Ability to articulate customer propositions	Yes		
Additional Attributes			
Driving Licence	Yes		
Willing to travel	Yes		

Please also note that where qualifications are required, employment is conditional on the verification of them. Qualifications (must be original documents) will be checked on the first day of appointment.

Employees will be expected to comply with any reasonable request from a line manager to undertake work of a similar level that is not specified in this job description.

Employees are expected to be courteous and provide a welcoming environment to visitors and telephone callers.

The Operating Unit will endeavour to make any necessary reasonable adjustments to the job and the working environment to enable access to employment opportunities for disabled job applicants or continued employment for any employee who develops a disabling condition.

This document outlines the duties required at the time of employment, although it is not a comprehensive or exhaustive list.

This job description is current at the date shown, but in consultation with you, may be changed by the Line Manager to reflect or anticipate changes in the job commensurate with the grade and job title.

This employer undertakes a range of pre-employment checks including right to work qualification, references, etc.

Hill & Smith Infrastructure Ltd are committed to promoting equality, valuing diversity, and working inclusively, we uphold the principles in our behaviour and working practices - we are committed to providing equality of opportunity in all areas as an employer, whether in recruitment and selection, promotion or training and development. As we grow, we understand that we must have the most talented employees with diverse backgrounds, cultures, perspectives, and experiences to support our innovation and creativity.

Name:

Signature:

Date: