



Sanbra Group Showering Division - Specification Sales Consultant - London & Southeast England

Majestic London & Flair Showers (UK)

About Us

The Majestic Shower Company & Flair Showers are part of the Sanbra Group, an Irish-owned and managed group of companies who design, manufacture and wholesale distribute a wide range of quality products & brands to a long-established network of retail and trade merchant customers in Ireland, the UK and other export markets. The Group has a number of companies which have built a trusted reputation as specialists in the showering industry over many decades, namely Flair Showers, the Majestic Shower Company, and The Shower Lab, offering our customers a wide range of showering solutions to suit every budget and customer need.

At the Sanbra Group, genuine care for our people is embedded in our culture and we are passionate about investing in their training and development. We are proud of our culture, our brands, our products, and our work and are looking for talented people who share our values to join our growing teams.

Company websites:

- www.sanbragroup.com
- www.majesticshowers.com
- www.flairshowers.co.uk
- www.theshowerlab.com

Since 1968, the Majestic Shower Company has led the way in premium glass shower screens and enclosures. Over fifty years later, its commitment to elegant, timeless, and understated design remains as strong as ever in bespoke shower solutions. Flair Showers has been designing showering solutions for everyone and every space for over 70 years and is one of Europe's fastest-growing shower brands today.

We are looking for a Specification Sales Consultant for the London & Southeast of England region. This exciting new role will be based in the field and the successful candidate will liaise closely with our team at the Majestic Shower Company offices in Dunmow. Travel will be required from time to time to our Group Head Office in Ireland to attend meetings and training sessions. The role will involve a full 6-month induction training programme to enable the successful candidate to develop and fulfil their potential.

Key Responsibilities:

- Work closely with our team of specification Sales Team, Specification Sales Estimator to gather relevant information and clarify project requirements.
- Collaborate with customers, architects, and subcontractors to build a good rapport and close working relationships to develop new and existing business.
- Full project management with arrangement of accurate quotes, presentations, and site support through all stakeholders within projects.
- Key account management of bathroom specification merchants and supply chain partners.
- Review quotations and projects on an ongoing basis, working with relevant parties on project lead times and build programmes.
- Prospect a variety of client types for new specifications, building and managing a pipeline of projects.
- Prepare and present presentations to internal and external stakeholders.
- Assist in the preparation of project budgets, schedules, and reports.
- Maintain accurate and up-to-date project pipeline forecasts, sharing with relevant stakeholders on monthly basis.
- Liaise with purchasing team on upcoming and ongoing project requirements to assist with purchasing forecasts.

Requirements:

The ideal candidate will be/have:

- Excellent communication & customer service skills.
- Professional and confident with the ability to build trusted relationships with our customers.
- Good computer skills. (A good working knowledge of all Microsoft Office packages is essential).
- Willing to travel across the region and attend trade shows and networking events.
- A team player but also able to work on their own initiative.
- Willing to travel regularly to our other Group premises within the UK for team meetings and occasional visits to our Group Head Office in Ireland for ongoing training and meetings.
- Experience of selling to high-end retail outlets and also tendering for contract projects and liaising with architects, surveyors, contractors, engineers, and interior designers may be an advantage for this role.
- Experience in providing solutions and maintaining contacts within Housing developers.
- Proficiency in reading and interpreting architectural drawings and specifications.
- Excellent attention to detail and accuracy.
- Ability to work independently and meet deadlines.
- Ability to work to a fast pace, adapt to changing project requirements and prioritise tasks accordingly.



Benefits package:

- Attractive salary & potential bonus earning on achieving agreed KPIs.
- Company car or car allowance.
- Company phone & laptop.
- Annual holiday entitlement of 32 days per annum.
- Access to the Group Employee Assistance Programme.

Applications:

Interested applications should send a cover letter and CV to careers@sanbragroup.com on or before 31st July 2024.