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## Regional Development Manager – Northern England & Scotland

EJ is the world leader in the design, manufacture and distribution of access & drainage solutions for water, sewer, ports, airports, telecommunications and utility networks. [www.ejco.com](http://www.ejco.com)

### Job Brief

We are looking for an enthusiastic **Regional Development Manager**, based in the territory to promote the full range of EJ products to existing and new customers. (Primarily Builders Merchants, Civils Merchants. Independent Specialist & Contractors). Reporting to the Head of Business Development, you will be an integral part of the team to meet the current and future sales expectations of the area.

As a customer facing employee, you will need to have a professional manner to promote the correct company image

### Responsibilities

- Support & develop existing customers with the full range of EJ products
- Identify & develop new customers / target markets with the full range of EJ products
- Identify specification opportunities for the EJ product range
- Be an interface between the office and customer where necessary
- Attend customer / client meetings (sales / technical meetings)
- Visit construction sites to establish product information
- Help the promotion of new EJ products to market
- Provide customer training

### Skills & Qualifications

- Ability to work autonomously
- Computer skills, including MS Office (Outlook, Word, Excel, PowerPoint)
- Well-organized
- Confident telephone manner
- Good communication and writing skills
- Full driving license
- Ability to use Salesforce (CRM)

Hours are 8.00am to 5.00pm Monday to Friday but some flexibility is required with this as you may be expected to work additional hours as necessary to perform your duties. There may be occasions where business travel and overnight stays are required.

Competitive salary subject to experience with company car / car allowance.