

JOB DESCRIPTION

JOB TITLE:	European Façade Shading Consultant
RESPONSIBLE TO:	Group Sales Director
LOCATION:	London/ Paris, with travel elsewhere in Europe
OBJECTIVE:	To develop and deliver our pipeline of major European project specifications, primarily in the UK and France.

MAIN RESPONSIBILITIES

Consult with top tier architects, façade engineers and contractors in London and Paris to specify Guthrie Douglas products and solutions on major façade projects.

Create leads and track projects from inception to delivery, engaging with all project stakeholders to ensure that the best specification for the project is made, held, and delivered successfully.

Maintain and develop relationships with GD delivery partners.

MAIN DUTIES

1. Create and deliver a comprehensive business plan inline with the company Sales Strategy for specification of GD solutions in the UK & France markets and present, develop and progress this with the Group Sales Director.
2. Manage and develop the UK and French markets to meet sales targets, as agreed with the Group Sales Director

Guthrie Douglas

3. Build strong relationships with customers, specifiers and stakeholders in the construction industry to establish trust and generate new opportunities and repeat business.
4. Work with sales and marketing colleagues to generate, qualify and report on new leads and maintain projects database accordingly.
5. Maintain and proactively manage a pipeline to ensure conversion rate for leads is maximised. Attend company meetings and report to management on pipeline status and activities.
6. Develop strong relationships with UK and France specifiers, façade industry and Key Customers in order to negotiate and win orders, work in partnership to convert leads and specifications into orders and promote Guthrie Douglas.
7. Represent Guthrie Douglas to specifiers, industry groups and stakeholders in the construction industry, including presentations, training, entertaining clients, and attending relevant industry events and exhibitions.
8. Provide technical advice to designers, specifiers and construction industry stakeholders at all stages of construction projects to ensure that Guthrie Douglas products are optimally and correctly specified.
9. Advise clients on the best technical shading solutions for their projects, including analysis of façade performance (e.g. glare and solar radiation analysis), mechanical performance of products, aesthetic considerations, control systems, and other considerations relating to the built environment.
10. Read and interpret technical specifications and/ or drawings, advise colleagues on the correct issuing of quotations working within the parameters of technical feasibility and using correct price lists, discounts, delivery parameters and payment terms.
11. Maintain a high level of technical knowledge, remaining up to date with all product changes and new products.

12. Receive customer orders and ensure that all technical and commercial details are correct and agreed with customer. Collate all information to ensure that order process can take place in an effective manner.
13. Contract review Quotations as produced by colleagues, up to decision making jurisdiction.
14. European travel to meet the requirements of the clients and/or project.

PERSON SPECIFICATION

Knowledge

Strong technical understanding of facades, shading or commercial building automation
Read and interpret manufacturing and construction drawings
Understanding of construction of the building envelope - materials and construction methods
Construction industry processes from project initiation to product specification, project delivery and post-completion
Construction industry structure and key players
Effective specification sales strategies and techniques
Microsoft Office Software essential including Outlook
ERP systems & sales order processing (preferably Microsoft Dynamics Navision)
Publishing and presentation software

Skills

Fluent English
Fluent French
Excellent communication at all levels
Cold, warm, and specification selling
Relationship building
Presentation skills
Specification writing
High level of Computer Literacy

Guthrie Douglas

Adaptable, flexible and capable of prioritising and managing tasks in a dynamic environment

Lateral thinking

Experience

Specification sales of building products in the façade, solar shading or closely related industries

Working in manufacturing/ engineering/ construction

Existing relationships with top tier architects, engineers and contractors

Proven Sales and Customer Service experience

Defence and conversion of specifications through to order stage

Qualifications

Technical/ engineering/ manufacturing qualification desirable

Construction qualification desirable
