



## Vacancy – Business Development Manager, Resin Flooring

**Established in 1977, CONICA develops, manufactures and supplies an extensive range of decorative resin flooring, industrial resin flooring and car park waterproofing finishes, in addition to high-quality, reliable products for the production of sports and playground surface solutions.**

The company has a current vacancy to join our UK team as Business Development Manager – functional flooring. Reporting to the Head of Functional Flooring in Schaffhausen, Switzerland, this is a highly independent role, although local support is provided by CONICA's UK division based in Newark, Nottinghamshire.

The functional flooring segment within CONICA is at its starting point, so this role offers huge potential to develop the product range, strategy and increase market position.

Key tasks include:

- Full sales responsibility for the UK and Ireland for the entire resin flooring range
- Identification and conversion of new installation partners
- Management and development of existing installation partners
- Working with architects and specifiers to secure new business opportunities
- Working with the Product Manager – Functional Flooring and Head of Segment Functional Flooring to shape product range and strategy for the UK and Ireland. This will include, amongst other tasks, weekly progress, pipeline and visit reports.
- Technical lead for all customer enquiries
- Defining, in conjunction with relevant colleagues, sales support strategy and promotional opportunities
- Conducting local UK training and providing installation support to key customers

Core skills:

- Commercially outstanding, the successful candidate will be able to demonstrate strong business development skills and a track record of sales success, with a focus on new business development
- Highly self motivated, experienced at successfully delivering against challenging goals and targets and able to provide high levels of internal and external customer service.

- Of graduate calibre, candidates must be technically astute, well organised and with high levels of attention to detail.
- The ability to communicate at all levels with internal staff, external consultants and customers.
- Confident, determined, decisive and able to demonstrate excellent judgement
- An independent, self-starter able to efficiently progress tasks within a structure where the line manager is based abroad.
- The candidate must show the ability to work within and adapt to an evolving structure within a new segment.
- A background in resin flooring including knowledge of installation techniques would be preferred but is not essential.
- The ability to effectively manage and resolve customer technical issues.
- The candidates must be prepared to travel extensively including to Head Office in Switzerland where developing a strong working relationship with the Segment and Technical teams will be essential to success.

A comprehensive and highly competitive package will be offered to the successful candidate to include a car (or car allowance), bonus structure, generous holiday allowance and excellent pension provision.

To apply, please send you c.v. and a covering letter that details current salary arrangements to: [resinflooring@conica.com](mailto:resinflooring@conica.com). The closing date for applications is Friday 20<sup>th</sup> July.