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SUCCESS HAPPEN

vicaima
UNEXPECTED HARMONY

Commercial Development Manager – MATCH Product

Following the launch of an exciting and new interior decorative panel product called MATCH, Vicaima are looking to recruit a Commercial Development Manager, who can explore new market opportunities and be part of establishing the MATCH brand as a true UK market leader.

Reporting to the UK Commercial Director, the successful candidate will have established contacts and experience to develop sales and specification potential within existing and new sectors.

To be effective in this position, individuals must be focused and self-motivated. Working both in isolation and at times in collaboration with the wider Vicaima commercial team, the successful candidate needs to embrace and gain in-depth knowledge of our business operation, brand values and our vision for this important product development.

Overall the position will offer a challenging and fast moving opportunity to be part of establishing this new brand in the forefront of an already reputable portfolio of products from one of Europe's Leaders in the joinery market.

Responsibilities will include:

- Visiting clients and specifiers, such as Architects and Interior Designers from a wide range of sectors, including but not limited to commercial fit-out, shop fitting, kitchen manufacturers, exhibition/display and furniture manufacturers.
- Market analysis and presenting to senior management team both in the UK and Portugal
- Managing relationships with customers and clients
- Production of forecasts and budgets
- Liaison with other departments and teams to ensure strong communication and to respond effectively to new opportunities.

Essential Skills:

- Self-motivated, proactive, responsible, and focused individual.
- Can demonstrate initiative to explore new ideas.
- Proven experience and competence in appropriate field, with current industry contacts.
- Qualified within one or more of the following disciplines: Architecture, Interior Design or Marketing.
- Must have B2B experience and demonstrate ability to develop new market segments.
- Command of English both in verbal and written skills
- An excellent communicator who is able to work as part of a team
- Availability to travel UK wide on a daily basis and with occasional travel to our Head Office in Portugal
- Good Knowledge of all Microsoft packages

To apply, please send your CV to Joanna Stevens, HR Supervisor JoannaStevens@vicaima.com

Closing date for applications 31 January 2017.