

Job description – Sales Manager (Derby)

About Toppesfield

Founded by Chairman Matthew Pryor in 2004, Toppesfield has grown from strength to strength and has risen to its current position as the UK's largest independent surfacing contractor. Delivering projects nationwide, Toppesfield is the first name in surfacing, no matter what the size, sector, or location.

Here at Toppesfield, our goal is to continually raise the benchmark for surfacing and associated services to the highest possible standard, thereby enhancing our position as contractor for choice for all surfacing works. We have created 300 jobs, established seven regional offices and achieving a turnover of £100 million and pride ourselves on the impeccable standards of workmanship that has delivered year on year growth.

Role description:

Management of the Midlands & North sales team to facilitate the estimating process for new and ongoing works and the preparation of accurate cost estimates and rates for submission to customers. Overall responsibility for the implementation of commercial procedures and best practice on the project. The role involves playing a lead role in the commercial success of projects while championing health, safety, quality and environmental considerations.

Key Responsibilities

- Study of the commercial and technical requirements of the bid making due allowances for and managing those requirements that may place the company at risk or provide commercial opportunities.
- Carrying out and organising appropriate staff to conduct site visits to prospective and current sites to assess work methods and possible challenges or opportunities.
- Maintaining a working knowledge of subcontractors and ensuring that estimates are based upon approved and competent suppliers.
- Acting as the customer contact during the bid process, updating the job file and responding to customer requests for information.
- Negotiating prices and contract conditions with prospective clients at contract letting stage.
- Liaising with other members of the bid team, such as the quality team, to ensure that the bid addresses all issues and the estimate is robust.
- Liaison with site management to ensure that feedback takes place and that they are aware of current work practices and HSEQ requirements.
- Identifying entitlement and ensuring record keeping is in place to support any entitlement submission and that appropriate notices are raised and issued.
- Guide and support your team to achieve regional KPI's
- Any other duties that from time to time may reasonably be required by the company.

Our Benefits:

- 25 days Annual Leave + Bank Holidays.
- Employee Referral Scheme
- Employee Assistance Programme
- Employee Volunteering Programme
- Annual Leave Purchase Scheme
- Enhanced Maternity/ Paternity / Adoption Leave



- *Learning and development opportunities.*
- *Supportive working culture and future progression opportunities*
- *Cycle to Work Scheme*
- *Bonus Scheme*
- *Birthday Bonus*
- *Discount Portal*
- *Company Social Events*

Apply

Our company offers a competitive salary and benefits package.

To find out more about our company please visit our website www.toppesfield.com, and to apply please email a copy of your CV and brief covering letter to [careers \(@\) toppesfield .com](mailto:careers@toppesfield.com) or contact Human Resources.