



Sales Manager – VRF (Variable Refrigeration Flow)

Location: Field based

Overall purpose

To sell via specification to Investors, Architects, M&E Consultants, and Contractors, the Bosch Thermotechnology range of VRF products.

To provide full support to the clients with regard to the specification and design integration of these products, liaising directly with the technical support team based at Worcester. Their focus will be on sourcing new opportunities for specifying Bosch products and gaining sales.

They will need proven M&E consultant and large contractor contacts and proven ability to gain specification and sales within the proposed working area (UK).

Key responsibilities and tasks

This description is not intended to be a comprehensive list and is subject to change in accordance with the requirements and development of the business.

Responsibilities

- ▶ To attain set commercial targets as determined by the Company
- ▶ To provide reports as requested by Management
- ▶ To work within budgets as may be laid down by the business
- ▶ To utilise Company property in relation to gaining business and the maintenance thereof of said property
- ▶ To liaise with all team members and ensure a regular flow of information into the business both on the market and the competition
- ▶ To identify market opportunities and capitalise on opportunities provided through the business
- ▶ To provide detailed reports of all calls and activities, when requested to do so (CRM)
- ▶ To maximise time effectively, maintaining call rates, where applicable
- ▶ To maintain a consistent and regular dialogue with clients
- ▶ To promote all of the company's products and services
- ▶ To carry out day-to-day responsibilities within the Bosch values and guidelines.

Person specification

The primary requirement is that the successful candidate will have existing customer knowledge is desirable as well as an understanding of the market place within which to promote these products. Also a proven track record in the sales of VRF air conditioning systems.

A technical understanding of commercial air conditioning systems, in particular VRF and associated controls.

The area of operation will be extensive and may require an element of overnight stays. Strong interpersonal skills are required as well as an ability to work on their own initiative. Familiarisation with CRM reporting system would be advantageous. The person needs to be a self starter and able to work within a small team.



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Competencies required

The following competencies are required for the role (the grid is populated with examples please amend to the job you are requisitioning for).

Competency	Description
Communication	Effective communication to Management and colleagues is essential, as well as regular contact with client base.
Team working	Participates as a full member of a team and contributes to team effort, co-operates and works collaboratively with others to achieve group objectives.
Attention to detail	Thoroughness in accomplishing a task through concern for all the areas involved, no matter how small. Monitors and checks work, information and plans.
Planning and organising	Sets priorities, goals and timetables to achieve maximum productivity.
Problem solving and analysis	Builds a logical approach to address problems or opportunities by drawing on own knowledge and experience base and calling on other references and resources as necessary.
Initiative	Does more than is required or expected; does things that no one has requested that will improve or enhance products and services, avoid problems, or develop opportunities. Plans ahead for upcoming problems or opportunities and takes appropriate action.

Reporting relationships

National Commercial Manager



Sales Manager – VRF

Contacts:

- **Internal:** All appropriate associates/departments within the company
- **External:** All appropriate associates within the field sales role

Special circumstances

Hours of work will depend on the requirements of the business and it is envisaged that some work on evenings and weekends may be required.

Please send your CV and cover letter document via email to: jobs.worcester@uk.bosch.com



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