

# SENIOR SALES ESTIMATOR

## JOB DESCRIPTION

### JOB INFORMATION

<b>Job Title</b>	Senior Sales Estimator
<b>Business</b>	Buildbase
<b>Working Hours</b>	40 hours per week: Monday – Friday 8am – 5pm with 1 hour lunch
<b>Reporting To</b>	National Accounts Office Manager

### JOB SUMMARY

To identify sales and margin growth opportunities with both new and existing customers. To build and develop long-lasting relationships with your customers and to share best practice amongst your team.

## TASKS & ACTIVITIES

- Maximise the contribution to the office through profitable sales and margin enhancement
- Effectively manage a ledger of customers (sales, profitability, account housekeeping etc.)
- Ensuring any business quoted for which is not won, is followed up on and feedback is reported
- Developing sales opportunities for new, lapsed and existing customers
- Working closely with external sales force ensuring service agreements are adhered to
- Effectively increasing profitable sales opportunities through correct product mix
- Negotiating with suppliers to obtain competitive pricing
- Continually updating customer price file
- Maintaining an awareness of current market trends and preferred suppliers
- Developing key supplier relationships
- Actively identifying your training requirements
- Sharing knowledge and best practice with colleagues

## SKILLS & EXPERIENCE

### Essential:

- Experience of working in a targeted, sales environment
- Strong relationship building skills
- Great planning and organisational skills
- Team player, self-motivated and entrepreneurial
- Goal orientated, competitive and results driven

### Desirable:

- Account/ledger monthly P&L understanding
- Good understanding of building trade and building materials

# OUR VALUES



We have the know-how



We get stuck in



We stand together



We get it done

## **WE HAVE THE KNOW-HOW**



Our customers rely on us to understand their trade, so we work hard to make sure we know our stuff.

We train our teams to be the best they can be, to build on their skills and to share their knowledge.

## **WE GET STUCK IN**



This is a “roll your sleeves up” business.

We are all willing to muck in and get our hands dirty to make Buildbase brilliant.

Everyone in Buildbase has a can-do attitude and we take pride in everything we do.

## **WE STAND TOGETHER**



Buildbase is one family

We work together across teams, look out for each other and our number one priority is to make sure everyone goes home safe.

No matter what their background, we respect each other and value everyone’s contribution.

Our people are proud of the part they play in their local communities and we all do our bit to protect the environment and support charities large and small.

## **WE GET IT DONE**



Through the resilience and determination of our people we deliver on our promises and that’s why our customers trust us to get the job done.

We will always go the extra mile to make sure we are brilliant at what we do, whether we are based in branch, in the office or on the road.