



Job Vacancy Sales Manager

Location: St Ives, Cambridgeshire

Hours of Work: 40 hours per week

Salary: Competitive + Bonus Scheme (including company car)



The Role

We have an exciting opportunity for a **Sales Manager to join the David Smith St Ives (DSSI) team**. You will be responsible for the growth and maintenance of sales across our product portfolio, as well offering support to the departmental teams.

We are looking for an individual with natural ability to build a rapport and communicate with customers, providing them with technical knowledge and experience to drive opportunities across our market sectors.

Role Responsibility

Your responsibilities will include but not be limited to:

- Liaise with customers both in person and over the phone to forge strong relationships, delivering high levels of customer service.
- Organise site and customer visits to generate enquiries, obtain information and support our customers.
- Interpret customer requirements and liaise with our internal departments to provide efficient and professional estimates whilst ensuring cost effectiveness in line with KPI's.
- Proactively chase sales leads and opportunities in line with agreed sales ledger and KPI's, whilst also supporting the internal estimating teams to do the same.

Skills Required

Your skills will include but not be limited to:

- Confident written, verbal and interpersonal communication skills required to liaise with colleagues and customers.
- Good account management skills with both existing customers and development of new opportunities.
- Full and clean driving license and willing to travel.
- Able to work as part of a team in an open office environment but also be self-motivated to meet deadlines.
- Passionate about exceeding customer expectations and providing excellent customer service.
- Good understanding of I.T (use of Microsoft Office 365 suite).

What do we offer?

We work hard to continuously improve our reward package, taking into consideration the view of every single employee to make sure we remain an industry leader. Some of the highlights of the fantastic benefits and rewards you can expect include:

- Company Car
- Generous holiday allowance
- Bonus scheme
- Health and wellbeing – mental, physical, and financial wellbeing portal
- Employee referral scheme

Applications

Please send your CV alongside a cover letter to: lynsey.mcauley@crendon.co.uk

Interviews will be held on Monday 4th August 2025.



"...better by design"