

JOB DESCRIPTION

Job Title: Isle Mill Area Sales Manager - Midlands
Location: This is a home-based position with travel
Department: Sales
Responsible to: Sales Director
Responsible for: There is no responsibility planned for supervising staff.

Job Purpose

To Grow and develop company sales and margin performance in the Midlands area. To develop leads, existing customers and new business for the company particularly in the Domestic and contract interiors fabric markets, hospitality, transportation, furniture manufacturing and Retail related interior fabric markets.

Area Covered

Lancashire, Cheshire, Greater Manchester, West and South Yorkshire, Lincolnshire, East Midlands, West Midlands, Wales, Shropshire, Hereford and Worcestershire.

Principal Duties

1. To develop an understanding of the company's existing ranges, production, design capabilities, product cost structures, to enable business to be developed that meets the company's requirements with a view to sales Growth and margin growth.
2. To deal with specific customer projects. This will particularly involve interpreting customers' requirements, with regards to colour, design and cost. Liaising with both the production and design departments, ensuring that both the customer and company needs are met.
3. To visit and develop the current base of interior customers across the above territory ensuring that all customers are aware of the company's products and capabilities.
4. To visit and meet with designers and specifiers operating within the hospitality and tourist related transportation markets, with a view to growing sales in our contract fabrics ranges.
5. To advise and communicate with the Sales Director of any customer or market feedback relating to the company's products, quality, prices or reputation and ensure that the Sales Director is made aware of any new or changing trends or activities within the market.

6. To Make sales trips and attend exhibitions in the UK, to present products and designs to customers, discuss projects and develop briefs. These trips involve extensive preparation, and subsequent follow up.
7. To advise the Sales Director of targeted marketing, sales and promotional materials that may be required from Time to time, and assist in their development, as required.
8. In conjunction with the design team and commercial team analyse the performance of ranges and colours and make recommendations for change, further development and opportunities for product development resulting in sales growth and margin enhancement.
9. Evaluate competitor performance and regularly update the Sales Director on activity in the market.
10. To advise the Sales Director of improvements that can be made operationally and from a sales and marketing perspective improve our marketing, communication and Brand profile.
11. Work in partnership with our Marketing department to aid our social media campaigns, with a view to increasing brand profile, and grow our social media and digital presence.

Other Duties

Other Duties include:

1. Provide the Sales Director with a weekly call report and a monthly sales report.
2. Agree monthly or annual performance targets with the Sales Director, then monitor and maintain or exceed the set targets.

The post holder will also be required to perform duties appropriate to the post, other than those given in this job description. The particular duties and responsibilities attached to the post may vary from time to time without changing the general character of the duties or level of responsibilities entailed.

Attributes and Experience

- Educated to a satisfactory level, with excellent communication and IT skills, the successful candidate will possess a confident manner, be able to use their own initiative, have the ability to work under pressure and have a good attention to detail.
- Previous experience in sales and business development at a senior level is essential.
- Previous experience in developing business in the interiors fabrics industry would be an advantage, as would experience in the hospitality and transportation sectors.
- An understanding of textile manufacturing would be an advantage.
- A good understanding of current Microsoft applications and programs, particularly Word, Excel, Teams and PowerPoint are an advantage.
- The successful applicant will possess a UK Driving license.

Note

This job description is for guidance of applicants only and does not form part of any offer or contract of employment.

MACNAUGHTON HOLDINGS LIMITED

EMPLOYMENT INFORMATION

POSITION	Isle Mill Area Sales Manager - Midlands
LOCATION	This is a home-based position with travel
HOURS OF WORK	Monday to Friday 9.00 a.m.- 5.00 p.m.
ANNUAL LEAVE	30 days holiday entitlement per annum which includes time off for public/bank holidays. The leave year runs from 1st January to 31st December.
REMUNERATION	To be discussed individually but will reflect the experience and seniority of the successful applicant

ADDITIONAL INFORMATION

NO SMOKING POLICY	The Company operates a no smoking policy.
EQUAL OPPORTUNITIES	The Company is committed to equal opportunities and welcomes applications from all sections of the community.

APPLICATIONS

Application and equal opportunities monitoring forms should be returned to Personnel Services - Vacancy Reference 'ASM Isle Mill / Midlands', Macnaughton Holdings Limited, Tower House, Ruthvenfield Road, Perth, PH1 3UN. If you do not wish us to contact any of your referees without your specific prior consent, please state this clearly on your Application for Employment Form.

Please ensure that you quote the vacancy reference 'ASM Isle Mill / Midlands' on your application form and on the outside of the envelope.

The closing date will be posted on our website at www.macnaughton-group.com. Please ensure that your application is with us by that date.

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MACNAUGHTON HOLDINGS LIMITED

GENERAL COMPANY INFORMATION

History

The original weaving business began in 1783 at Remony near Aberfeldy, Perthshire and moved to Pitlochry in 1835. Over the years there have been many changes to the business although it has always remained within the same family. Since 1999 the Head Office and warehousing operations have been based in Perth, with production operations located in Keith and Paisley.

Company Structure

Macnaughton Holdings Limited is a privately owned company, managed by a Board of executive and non-executive Directors. The executive Directors are responsible for their separate divisions (Finance, Operations, Production and Wholesale) with overall responsibility resting with the Managing Director.

The Company employs approximately 70 people in total. The majority of the employees are based in Perth, Paisley and Keith, with certain Sales Personnel based in other areas in Scotland and England

The Brands

The Company's products are wholesaled under the following brand names.

The Isle Mill

The Isle Mill is known for its fine upholstery fabrics and throws designed by an in-house team and manufactured from predominantly natural fibres. The stock collections are supplied to the interior design and hospitality markets in the U.K. and abroad through a network of agents and distributors. A design and manufacturing service is also offered to other wholesalers.

The House of Edgar

This market leading brand offers a flexible stock service to meet the needs of the Highlandwear market. Approximately 1,000 kilting tartans are stocked along with an extensive range of jackets, sporrans, brogues, hose, ties and a selection of tartan giftware.

Whitehill & Wilsons - Paisley

The Whitehill & Wilsons brand has been built around the famous Paisley teardrop motif that has inspired a range of scarves and shawls for the retail market. The original archive designs have been translated into modern patterns and colours.

Whitehill & Wilsons - Scout/Guide Neckerchiefs

For many years Whitehill & Wilsons has been the main supplier of neckerchiefs to the Scout and Guide movements in the U.K. and Europe. Standard troop, district and council neckers are available and special neckers for scouting events are regularly produced.

MACNAUGHTON HOLDINGS LIMITED

EMPLOYING PEOPLE - A BRIEF OUTLINE OF OUR COMPANY'S POLICY

The Company's success depends to a significant extent upon the contribution of its employees. The Board of Directors therefore recognises that fair and effective employment policies are essential to the achievement of that success.

The Company also recognises that the success of these policies requires that there should be an awareness and acceptance of them at every level of the organisation. The successful development, implementation and operation of employment policies require the involvement of all employees.

The Board of Directors has identified the following policy areas, based on the foregoing principles, which it considers are essential to the future success of the Company:

- Health and safety - to maintain safe and healthy working conditions for all employees.
- HR planning - to determine the future mix of skills and size of workforce required, and plan to meet the Company's needs.
- Equal opportunity - to do everything possible to ensure that all present and potential employees have an equal opportunity.
- Security of employment - to provide security and continuity of employment, consistent with the need to ensure the continued viability of the organisation.
- Training - to set appropriate standards of performance for the organisation and to provide training which ensures these standards are met.