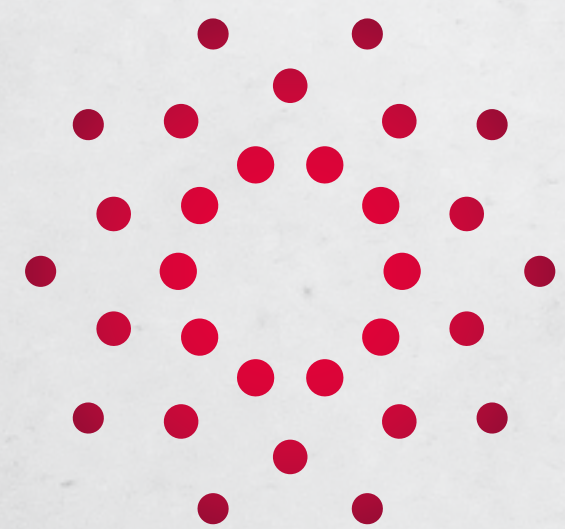


Job description

Regional Specification Manager - North.

Responsible for specifying our full range of award winning products throughout homes in the North UK.



LUMI-PLUGIN®

Job Description.

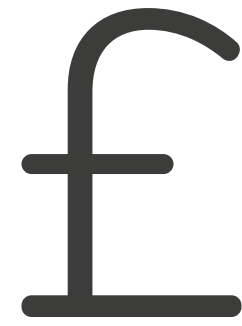
Your Main Responsibilities.

Your Skills & Requirements.

More about Lumi-Plugin.

Regional Specification Manager - North.

We're searching for the best that the North has. An experienced sales professional with a passion for promoting pioneering products that innovate and inspire the world around us and be a big part of our mission to make homes better, smarter, safer and greener.



Competitive + 25% bonus based on target



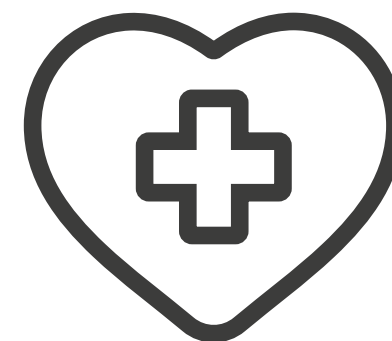
Full time permanent contract



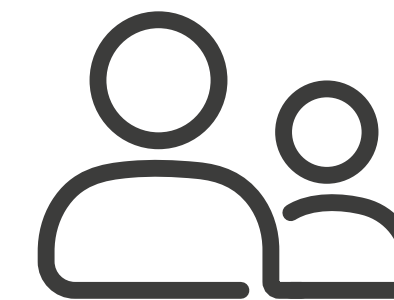
Hybrid on road + Newbury office



25 days + bank holidays

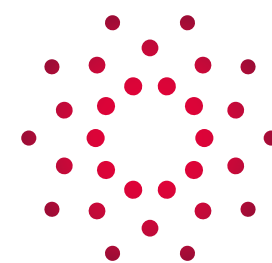


Company health insurance scheme



Part of a passionate team

Quick apply to become our Regional Specification Manager here.



Here's what the Regional Specification Manager role at Lumi-Plugin® is all about.

We're at an exciting stage of growth and the Regional Specification Manager - North will be a key part of this journey.

So, if you're looking to have true ownership of your regions sales activities and be a major contributor to changing how people light and alarm their homes everyday - you're in the right place. At Lumi-Plugin® you can truly make a difference and grow as we grow.

Quick apply to become our Regional Specification Manager here. 

Regional Specification Manager - North

Your Main Responsibilities.

- Developing multi-discipline capabilities with specifiers within New Build markets including Developers, Electrical Contractors, Installers and relevant supply chain Distributors
- Ensuring all business opportunities for Lumi-Plugin® are managed professionally and cross selling opportunities are maximised
- Delivering Installer / Contractor training on the latest British Standards and installation recommendations
- Specification sales via the Electrical Wholesale Channel within the agreed area
- Ensuring that all Lumi-Plugin® products obtain ultimate focus and opportunities
- Providing strong representation for the company at all times
- Creating and managing an annual business plan by account
- Enhancing all networking opportunities and other relevant meetings
- Pro-actively identifying new and different business opportunities to provide increased sales
- To visit all customers as demand on regular call cycle
- Developing and maintaining strong relationships with key account customers
- Staying up to date with all industry trends, issues and news
- Developing strong relationships with the New Build housing sector, Installers who work in the sector and Electrical Contractors



Your Skills & Requirements.

More about Lumi-Plugin.

Here's what we're looking for, don't worry if you don't have all of these skills we can help with training.

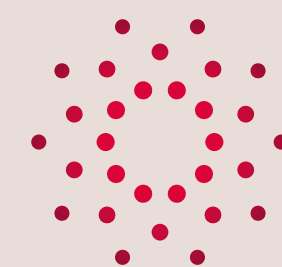
Our top requirements are...

- A person with a positive go getter attitude to challenge the status quo.
- A person with an enthusiastic personality that will fit into our team seamlessly.
- A person that is a true self starter and is self motivated to never give up.

Regional Specification Manager - North

Your Skills & Requirements.

- Have previous sales experience in a similar area of the industry
- Possess experience in the Electrical Distribution market preferably in the specification of building materials
- Have willingness to travel a lot as this is mostly a remote working role visiting existing and potential clients
- Be a dynamic, results-driven self-starter who will thrive off taking responsibility of the opportunities within their region
- Have the ability to work independently with the full flexibility that this offers
- Possess strong interpersonal skills, be a resourceful and committed team player to join our growing team
- Be a confident relationship builder with clients at all levels, building credibility and rapport naturally
- Hardworking focused individual with an a high level of drive on sales and results orientated
- Must have a full UK driving licence along with the willingness to travel within the Northern area
- Experience using Salesforce and/or Unleashed would be beneficial



Quick apply to become our Regional Specification Manager here 

More about _____

Lumi-Plugin®

Quick apply to become our Regional Specification Manager here >

Lumi-Plugin® manufacture downlights that seamlessly integrate lighting with safety, sustainability, and smart functionality in one bright design. We make homes stylish and safe with hidden but powerful innovation.

One downlight. Multiple plugins...



Lumi-Plugin®
Downlight



Lumi-Smoke®



Lumi-Heat®



Lumi-CO®



Lumi-Sprinkler®



Lumi-Mist®



Lumi-Emergency®



Lumi-PIR®



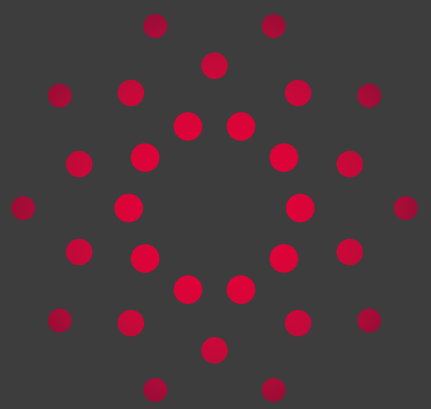
One-Smoke®



One-Heat®



One-CO



LUMI-PLUGIN®

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