

Job title: F2F

Location: London

Terms: Permanent – 08:00 – 17:00 (Monday to Friday)

Report to: Sector Leader

About us: Established in 1975 by the Whiley family, Havwoods' is committed to quality, expertise and service with a passion for design which has made us a global premium wood flooring company servicing architects, specifiers, contractors and end users around the world. Havwoods operates directly in the UK, Australia and North America, with distribution partners supporting the rest of the world.

Our Values: Havwoods embodies the values and standards of quality that you would expect from a family run, artisan business. With a proud tradition that stems back six decades, Havwoods' core values have always guided our company. Our ambition and passion ensure we treat all our stakeholders with the values embedded since Havwoods first began.

Results: We strive for excellence & deliver impact.

Heart & Soul: We are passionate about helping our customers bring their design aspirations to life.

Integrity: We demonstrate our integrity through our strong commitment to doing business the right way.

Collaboration: We encourage and motivate our teams, empowering them to be accountable.

Quality We focus on continuous improvement and innovation.

About the Role:

The Project Consultant's role is very intense and rewarding and carries great responsibility as a key driver to the sales turnover of the business. Working alongside the internal sales team to increase new business and existing business turnover. As a brand ambassador, this exciting role includes activities such as cold calling, product portfolio presentations and representing the company at events. You'll be part of a reactive F2F team that can respond immediately to new opportunities, delivering samples by hand to the clients and qualifying opportunities effectively.

Responsibilities:

- Plan and conduct high quality meetings with Key and Major architects, designers, and clients to present Havwoods as a high value supplier. Will be required to do minimum 20 F2F calls per week subject to location.
- Work to a defined plan for securing incremental business growth based on securing project specifications with agreed Key/Major A&D practices.
- Manage the project product selection process and journey to successful completion.
- Gain new project opportunities from Key/Major architects, designers, and clients.
- Build, nurture and continually grow high quality relationships to increase project lead and referral rate.
- Use the Company's systems, tools, sales and marketing collateral to track, generate and secure new projects.
- Operate with a high degree of flexibility regarding working hours.
- Embrace the vibrant specification community at senior and all levels.

In closing if you've got energy and hungry for success then please apply

KPIs:

- Number of Visits
- Pipedrive (CRM) management – Proper use of this is compulsory so that the projects can be managed effectively by the in-house sales team.
- Reliability
- Time management skills
- Positive feedback from Directors and staff

Skills & Experience:

- The ability to communicate excellently both customer facing and in writing.
- Highly organised
- Able to embrace a high pace and pressured environment.
- Acting reliably and ethically
- Professionally handling objections
- Hard work ethic and positivity that affects every customer interaction.
- Sales experience within the interiors, architect & specification markets.
- Strong sales skills including negotiation and closing skills.
- Driven to meet KPI's set.
- Willing to work to a flexible schedule.