

**Engineering Doors.  
Opening Futures.**

**The Market Leader in Special Purpose Door Systems**

At Clark Door, we believe that great work deserves great rewards. That's why we've designed a benefits package that supports your well-being, growth, and happiness; both inside and outside of work.



## Why Work With Us?

**Career Development** – Grow with us through structured training, development pathways, and clear career progression opportunities.

**Generous Annual Leave** – Enjoy 33 days of annual leave, inclusive of bank holidays, to rest and recharge.

**Birthday Off** – Celebrate your special day with an extra day off, no annual leave required.



**Loyalty Reward Scheme** – Earn an additional day of annual leave after 3 and 5 years of continuous service, recognising your dedication.

**Life Assurance** – Peace of mind with life cover at 4x your basic salary.

**Holiday Flexibility** – Access our holiday purchase scheme to tailor your leave to your lifestyle.

**Financial Benefits** – Company pension contributions and employee discounts to support your financial wellbeing.

**Family-Friendly Policies** – Enhanced maternity and paternity leave designed to support you through life's big moments.

**Health & Wellbeing** – Stay active with our cycle-to-work scheme and benefit from additional store discounts.

**Sick Pay Support** – Company-funded sick pay provides security when you need it most.

**Be Kind Day** - two working day's paid leave per year to undertake volunteer work with a registered charity.

[www.clarkdoor.com/careers](http://www.clarkdoor.com/careers)

# Regional Sales Manager (North)

**Responsible To:** Head of Business Development

**Location:** Based Northeast/Northwest (Manchester, Leeds, Newcastle)

**Salary:** £45,000-£50,000 – DOE/qualifications; company car

## Overall Job Purpose

Carry out customer visits and manage long-term relationships with new and existing clients, achieving new door orders in-line with agreed sales targets.

## Behaviours

As a company, we set high standards of performance and ethical behaviours. The following corporate behaviours underpin the working environment and assist us in delivering our vision:

- Working with integrity
- Being commercially astute
- Partnering people and change
- Driven to make a difference
- Accountable for actions
- Courageous leadership
- Environmentally responsible

## Key Responsibilities

- Generate sales enquiries for quotations to be produced in line with agreed company targets and personal key performance indicators (KPIs).
- Manage own diary and generate appointments with potential customers, architects, contractors and end users.
- Apply knowledge and experience to sell the features and benefits of the company products to a variety of prospective customers.
- Produce monthly sales order forecasts.
- Conduct service contract sales negotiations and close deals
- Attend and input into monthly sales meetings.
- Visit sites and prepare accurate site surveys.
- Prepare accurate and detailed enquiries from discussions with the client and submit to the relevant internal teams.
- Follow up awarded quotations in accordance with the sales SOP to progress and secure sales orders.
- Maintain up to date customer records on CRM
- Effectively deal with any customer issues, escalating as required.
- Liaise with the sales estimators and/or technical team as required.
- Produce annual sales forecasts to assist in preparing company budgets.
- Report any market intelligence such as competitor's new products, revised pricing etc.
- Produce customer success stories (photos and customer comments) to feed into company marketing activity.
- CRM update and maintain.

## Other Responsibilities

### Health and Safety

The post holder is required to carry out the duties in accordance with the Company's Health and Safety policies and procedures.

### Diversity

The post holder is required to have due regard to equal opportunities at all times, and to work in a fair and reasonable manner towards all people, ensuring service standards are maintained for all staff.

### Quality

To support in striving to create a client service culture with total commitment to quality.

### Other Duties

The duties and responsibilities in this role profile are not exhaustive. The post holder may be required to undertake other duties from time to time within the general scope of the post. Any such duties should not substantially change the general character of the post. Duties and responsibilities outside the general scope of this grade of post will be mutually agreed with the post holder.

## How To Apply

At Clark Door, we are committed to attracting talented individuals who share our dedication to quality, innovation, and excellence. To ensure your application is processed efficiently, please follow the instructions below:

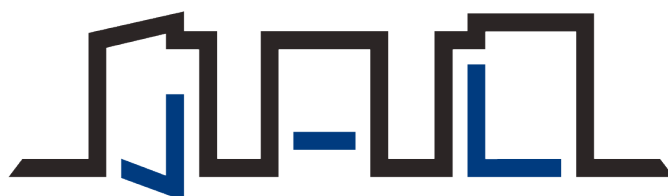
Please include the following documents:

- Your CV – highlighting your skills, experience, and achievements.
- A cover letter – outlining your interest in the role and why you believe you are a strong fit for Clark Door.

Submit your application to: [careers@clarkdoor.com](mailto:careers@clarkdoor.com)

To help us direct your application correctly, you must include the job title you are applying for in the subject line of your email.

Example: "Application – [Job Title]"



# Person Specification

All criteria detailed below are essential, unless stated as “D” (desirable).

Criteria	Competency
<b>Education and Qualifications</b>	<ul style="list-style-type: none"> <li>Minimum of five GCSE's at grade 9-4 or equivalent, including Maths and English.</li> <li>Relevant sales and/or engineering qualifications (D).</li> </ul>
<b>Experience, Knowledge and Understanding</b>	<ul style="list-style-type: none"> <li>Minimum three years' experience in a similar technical sales role.</li> <li>Proficient in the use of Microsoft Programmes (in particular, Microsoft Excel) and CRM solutions.</li> <li>Experience working with confidential information and within the parameters non-disclosure agreements.</li> <li>Experience in a manufacturing/engineering environment (D).</li> </ul>
<b>Skills</b>	<ul style="list-style-type: none"> <li>A strong communicator; both orally and in writing.</li> <li>Solid commercial acumen.</li> <li>Thorough attention to detail.</li> <li>Excellent IT skills.</li> <li>Good time management skills with the ability to manage and prioritise multiple tasks.</li> </ul>
<b>Personal Qualities and Commitment</b>	<ul style="list-style-type: none"> <li>Hard-working, reliable and punctual.</li> <li>Committed to providing excellent customer service.</li> <li>Professional and approachable.</li> <li>Ability to use initiative, work independently and as part of a team.</li> <li>Flexible approach to work tasks with a willingness to support the business where required.</li> <li>A proactive 'can-do' attitude.</li> <li>Ability to effectively manage competing deadlines.</li> </ul>
<b>Other Factors</b>	<ul style="list-style-type: none"> <li>Willingness to work flexibly as required.</li> <li>Driving licence is essential with regular travel to various customer sites.</li> <li>Right to work in the UK</li> </ul>





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SPECIAL PURPOSE DOOR SYSTEMS**

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