



Regional Sales/Design Lead role – Roof Trusses Job Description

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Company Overview:

Our client is a dynamic, innovative, and leading timber engineering solution provider, serving as a designer, manufacturer, and supplier of off-site timber-engineered products nationally and internationally. With a commitment to quality and sustainability, our clients have earned a reputation for excellence in the construction industry.

We are seeking an experienced and result-driven Regional Sales/Design Lead, for our client to oversee and drive sales activities, while also providing expert design leadership in the Midlands, Galway, and Limerick region.

Job Summary:

As the Regional Sales/Design Lead, you will be responsible for leading the sales and design efforts in your assigned region, driving sales and revenue growth, and ensuring the successful specification and adoption of timber-engineered products in construction projects, specifically focused on Roof Truss design and sales. You will play a pivotal role in developing and maintaining client relationships in the assigned region, providing sales and design expertise, and contributing to the strategic growth of the company.

Salary and commission are highly competitive depending on experience, with future career development opportunities in a growing team.

Responsibilities:

- Develop and execute a comprehensive sales strategy to achieve revenue targets and market penetration in the Midlands, Galway, and Limerick regions.
- Cultivate and manage the relationship with key clients, architects, contractors, and other industry stakeholders.
- Oversee the design process, collaborating with the company's design team to ensure the seamless specification and adoption of timber-engineered products into construction projects.
- Stay updated on industry trends to continually enhance design capabilities.
- Provide technical expertise in the development of design proposals, ensuring alignment with project requirements and industry standards and enabling our clients to value engineer their solutions using our timber products, especially roof trusses.



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- Conduct regular market analysis to identify opportunities, threats, and industry trends.
- Collaborate with the executive team to develop and refine the company's sales and design strategies.

Qualifications and Skills:

- Ability to design roof truss products and develop customer drawings and specifications.
- Existing Customer based an advantage.
- Proven experience in a sales role, with a focus on sales and design in the construction or building materials industry.
- Strong technical knowledge of timber-engineered products and their applications.
- Willingness to travel within the specified region.
- Excellent stakeholder, communication, and interpersonal skills especially in building trusted relationships with our clients and customers. Talk the talk, walk the walk, and deliver on your promises.