



Sales Representative

Max Frank Inc. is part of a leading international group which manufactures & supplies a diverse range of products for use in all areas of reinforced concrete construction.

Having supplied the North American market for decades from its existing Canadian operation, or via the German-based headquarters, the MAX FRANK Group has recently established an American organization. Max Frank Inc. is now seeking experienced sales personnel to professionally represent the business and spearhead its top line turnover growth.

Supported by an extensive product offering – from spacers and formwork systems, to reinforcement, waterproofing and building acoustics, Max Frank Inc. aims to reach the relevant customer target groups and to achieve its business objectives by developing specifications and key project tracking to promote and sell the product range.

MAX FRANK technically supports structural engineers to develop specifications and assists contractors on site with product installation guidance. The key sectors are groundworks, formwork and concrete frame structures.

Duties and responsibilities:

- Achievement of the planned budget sales for full product ranges.
- Production of approved territory business plan, in-line with the company strategy.
- Ability to provide technical expertise and advice on MAX FRANK product applications, remotely and on-site, to new and existing clients in order to develop close and long-term relationships.
- Identify and contact potential clients engaged on major construction projects to ultimately secure specifications and contracts.
- Negotiate project terms to maximize sales and profit opportunities.
- Provide solutions, with Technical Team support as required, to design and overcome application problems to customers that fully comply with accepted company standards and the industry codes of practice.
- Provide targeted seminars and advice to professional bodies to gain product specifications and further enhance the Company's profile and influence industry issues.
- Evidence of good area and time management organisation to maximize face-to-face contact with existing and prospective customers.
- Manage and report a comprehensive specification/project pipeline list against target major projects using the company's CRM system.

The successful candidate will have the ability to establish good working relationships with customers & colleagues, with a proactive 'can do' attitude, a keen eye for detail and accuracy. The ability to work as a team, as well as under their own initiative, with good communication skills and minimal supervision is essential. The candidate must be a good team player and capable of working under pressure to ensure challenging deadlines are met. The role will involve delivering presentations and seminars to a wider audience, as well as engaging in communication across various levels – from sites to engineering practices. Flexibility to multi-task across various projects and product lines must be demonstrated. Full product and system training will be provided.

Max Frank Inc.

Applications to: Mats Dickman, Business Development Director
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