# Icon Description automatically generated

BRETT LANDSCAPING AND BUILDING PRODUCTS

* Previous sales experience within the construction materials industry, manufacturing business or similar.
* Key Account management experience.
* Proven ability to deliver sales growth.
* Excellent communication, interpersonal skills, and the ability to present to others.
* Self-motivated and inquisitive.
* Strong problem-solving skills and able to work under pressure.
* Full UK driving license.
* To proactively manage and grow sales within Buying Groups and Key Builders Merchant chains, conducting regular business reviews with key accounts to ensure alignment and identify new opportunities.
* To manage and increase sales from designated builders’ merchants buying groups, implementing agreed plans to achieve margin and volume targets.
* To be responsible for the negotiation and winning of new stockists and key accounts.
* Strong analytical skills are required to help create and deliver high level strategies.
* Raising the profile of Brett Landscaping and Building Products, enhancing business relationships within our current customer base and untapped parts of the market.
* Formulate and present detailed customer propositions to generate growth.
* Collaborating with internal and external teams, enhancing interdepartmental relationships, to ensure excellent customer service.
* Maintaining all supplier agreements, ensuring pricing agreements are kept up to date with the current market conditions and profits are maximised.

# THE REQUIREMENTS

Brett is the UK’s largest independently owned building materials Group with over 60 sites across the South, South East, East and Midlands and employing over 700 people.

Part of the Brett Group,   
Brett Landscaping and Building Products produces and supplies a variety of hard landscaping and building products including block and decorative paving, decorative aggregates, and specialist kerbs. Primarily distributed through builders’ merchants and garden centres, all our products are backed by technical and product expertise.

With a reputation for excellence, we offer superb development opportunities to people keen to be a part of our continued growth. As an independent business we can offer real job satisfaction in an environment which encourages you to contribute, supports you in getting the job done and enables you to become part of a team that delivers building materials for   
big ideas.

# TO APPLY

To apply, please email a CV with covering details to, [recruitment.talent@brett.co.uk](mailto:recruitment.talent@brett.co.uk)

The closing date: **Friday 30th May 2025**

**Brett Group operates an Equal Opportunities Policy**

THE ROLE

National Account Manager – Builders Merchants

**Head Office, Barrow-upon-Soar (Field Based)**Competitive Rate of Pay and Benefits