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BRETT LANDSCAPING AND BUILDING PRODUCTS

* Proven track record of success in a senior sales or account management role, ideally within the construction or building materials industry.
* Exceptional relationship-building and negotiation skills, with the ability to engage and influence senior decision-makers.
* Strategic thinker with a results-driven mindset and a strong ability to manage high-profile accounts.
* Experience leading and developing sales teams, driving performance through clear objectives and effective support.
* Full UK driving license.
* Position Brett Landscaping as the go-to supplier for hard landscaping products within the housebuilding sector.
* Enhance Brett Landscaping’s profile through strong business relationships, project focus, and proactive account management.
* Drive increased volume, revenue, and margin by developing new business opportunities and achieving company budgets.
* Forge robust relationships and trading agreements with key housebuilders, ensuring project pipelines are efficiently converted into orders.
* Promote a premium product mix, emphasizing ranges such as Facemix, Specialist Kerbs, Premium CBP, and Flow products.
* Take full ownership of profitable, sustainable business delivery through housebuilder relationships and agreements.
* Lead, develop, and manage the Housebuilder Sales team, setting clear strategies and objectives to meet and exceed targets.

To apply, please email a CV with covering details stating why you feel you will excel in this role to, recruitment.talent@brett.co.uk

The closing date: **Friday 16th May 2025**

**Brett Group operates an Equal Opportunities Policy**

# THE REQUIREMENTS

Commercial Sales

National Account Manager – Housebuilders

**Brett Landscaping & Building Products** Head Office,Barrow-upon-Soar, Leicestershire (Remote) Competitive Rate of Pay and Benefits

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

THE ROLE