



Job Title: Commercial Glazing Installations Manager
Location: Nationwide – Based from Birmingham or St Albans
HOURS – 42 hours per week
Salary: Dependent upon experience and Company Car provided

We are the UK's leading provider of emergency, responsive and pre-planned commercial glazing, door and lock repair services. Our Commercial Projects department comprises a team of expert project/installation managers, estimators and technicians with extensive experience in tackling large scale and specialist commercial glazing projects. We also offer a comprehensive emergency glazing service for commercial and retail premises too. This is an exciting opportunity to join us during a time of change and growth.

We are seeking an experienced & knowledgeable glass and frames Installation Manager to drive existing and new business growth from client leads internally and externally.

You will be required to liaise with clients/customers, understand their requirements and ensure that their expectations are met, by providing technical advice including planning/quoting/scheduling the installation and maximising sales and profitability.

This involves nationwide travel with site surveys and meetings. Assist manage relationships with key client accounts and help drive growth in these accounts. You will also be required to work across functions to ensure VPS Evander deliver against its obligations under national contracts and ensure long term relationship with key stakeholders at the client company.

Duties include:

Strategic leadership

- Develop and promote an understanding of our Commercial offering and services with clients.
- Ensure all subcontractors and suppliers deliver to agreed delivery standards to meet the client's requirements in a professional manner.
- Develop client retention strategies and approaches with opportunities arising from leads provided via national account clients, direct sales enquiries and Account Managers.

Financial, Operational and Technical Leadership

- Jointly with the Projects team help deliver the departmental budgeted sales and profit.
- Able to communicate effectively with clients to include conversion from enquiry to quotation and ultimately winning an order.
- Ensure delivery of national accounts agreed timescales.

Client Management & VPS Brand

- Liaise with clients/customers, understand their requirements and ensure that their expectations are met, maximising sales and profitability by performing effectively and efficiently.
- Ensure high levels of customer service, communications and satisfaction.

Sales & Commercial Leadership

- Develop an account strategy with the appropriate input of peers to ensure sales growth targets from accounts is achieved.
- Help grow established client accounts, and where opportunities permit help develop new revenue streams for other VPS products.
- Ensure that our services are delivered at rates which deliver acceptable returns. Ensure that the business has appropriate pricing and contract profitability.

People Leadership

- Take accountability for the delivery for the client and ensure strong relationships with depots and teams within the Norwich office.
- Build peer relationship with other managers within the wider UK teams.

Preferred experience/skills:

- Good all round knowledge and experience in all commercial products to include aluminium, structural glazing, internal partitions, balustrades and fire resistant glazing.
- Significant experience of planning and delivering an installation from initial enquiry to completion
- Experience of pricing, budgeting, scheduling
- Experience of managing subcontractors
- Rope access knowledge & capability to provide solutions for high level glazing installations/replacements and able to write comprehensive RAMS an advantage but not essential.
- Good communication skills written and oral.
- Good organisational, time management and prioritisation skills.
- Comprehensive written RAMS experience.
- Knowledge of technical aspects of Role.
- SMSTS or NEBOSH certificate preferred but not essential as training can be provided.
- Estimating experience.
- Good experience of Excel & Word.

Why VPS?

- Fast growing business with excellent opportunities for career progression and development.
- Company pension scheme
- Annual leave 22 days rising to 25 and 8 bank holidays (Pro-rata)
- Employee benefits, such as Health Care Cash Plan.
- Free Medical and Legal helpline.

Please be aware due to the work that we undertake you will be required to undertake a Credit Check and Criminal Record and Barring Check known as a DBS check.

How to apply

Please provide a copy of your up to date CV and supporting covering letter detailing why you think you are suited to this role to the VPS recruitment team at recruitment@vpsgroup.com

If you have not been contacted within 10 working days of your application, then unfortunately on this occasion you have not been successful.

Closing date: TBC

General Information:

General Data Protection Regulation (GDPR) May 2018 - As part of any recruitment process, the VPS Group collects and processes personal data relating to potential employees. We are committed to being transparent about how we collect and use that data and to meeting our data protection obligations. **For Further Information please refer to the link:** <https://www.vps-jobs.com/vps-privacy-notice-applicants>

VPS are an equal opportunities employer and welcome applications from all suitably qualified persons regardless of their race, sex, disability, religion/belief, sexual orientation or age