



SENIOR MANAGEMENT RECRUITMENT
Refrigeration Contracting Office Manager
DONCASTER

REFRIGERATION CONTRACTING OFFICE MANAGER

Williams Refrigeration is a leading manufacturer and supplier of professional refrigeration appliances, with a reputation for delivering global excellence across diverse market sectors including the foodservice and hospitality industry, public sector, travel and retail channels.

Our head office and UK manufacturing base is located in King's Lynn, Norfolk and we operate wholly owned overseas manufacturing, sales and service operations in France, Dubai, Hong Kong, China and Australia. Williams Refrigeration is one of the principal business brands of AFE Group Limited.

Williams Refrigeration is currently recruiting a Refrigeration Contracting Office Manager to cover the central region of the UK, operating out of our Doncaster facility.

The main goal of this role is to retain existing and develop new business relationships within the commercial refrigeration foodservice sector.

The role will suit a candidate with a strong technical background in refrigeration, or a Sales Engineer looking to move into a customer facing commercial role.

THE ROLE

- Provide key management responsibility over the regional contracting unit office team.
- Retain, identify and develop business opportunities and grow the sales revenue in commercial refrigeration sector mainly serving the foodservice, food manufacturing & bakery industries.
- Grow the overall business, specifying, quoting and Installing coldrooms and associated commercial refrigeration solutions.
- Promote all Williams products and services and support our factory sales team.
- Offer knowledgeable guidance and solutions to our customers for our full product range.
- Maximise market share and increase sales revenue, whilst controlling margin.
- Obtain and develop industry knowledge for market sector, to maximise opportunities.
- Ensure regular customer contact and build long-standing relationships (our customers are key for us in everything we do!).
- Secure specification, orders and develop enquiries.
- Provide man management responsibility for the engineering installation, service and regional project managers.
- Accurate and up-to-date reporting (CRM package) and administration.
- Provide working engagement and communication with our Williams Group Contracting Director, Sales Director, National Sales Manager and our regional sales team.
- Collect and report industry knowledge and marketplace analysis.

THE PERSON

Ideally have a proven background within the commercial refrigeration sector.

Experience and technical understanding of refrigeration is essential.

Have worked either within a technical sales or engineering capacity.

Be extremely driven and have the ability to work autonomously.

Be motivated and enjoy working in a team environment.

Demonstrate good financial management and budgetary experience in having responsibility for trading performance and profit generation.

Current UK driving licence.

Ideally based within daily travelling distance of the Doncaster area.

WHAT CAN WE OFFER YOU?

Competitive salary

Profit related bonus scheme

Contributory pension scheme

Life assurance cover

Attractive Benefits package includes private medical / vehicle (or allowance)

25 days holiday

THE COMPANY

About Williams Refrigeration

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Our Contracting Units are based in Edinburgh, Doncaster, Maidstone and Basingstoke, uniquely placed to cover the whole of the UK. Their focus is to provide excellent customer service along with a strong engineering and design capability, providing dedicated site survey, installation, service and maintenance support to the modular product range.

About AFE Group Ltd

The AFE Group is a leading international business specialising in the innovative design, manufacture and service support of professional cooking, bakery and refrigeration equipment for the global food service market. Our premium brands are some of the best known in the industry.

Our Parent Company - Ali Group Italy

Williams Refrigeration and AFE Group are part of the Ali Group of companies. Privately owned and headquartered in Milan, Italy; Ali Group is one of the largest global leaders in the foodservice equipment industry, comprising 80 of the world's leading foodservice equipment brands.

We take the wellbeing of our staff and stakeholders seriously. During the Covid-19 pandemic, Williams Refrigeration continues to ensure that our premises, assets and people remain safe and secure. Every employee works within government guidelines to minimise interaction and maintain social distancing, on our own premises and beyond. To that end we will utilise phone and video interviewing to ensure candidates remain safe whilst receiving the best possible interview experience.



Williams Refrigeration

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