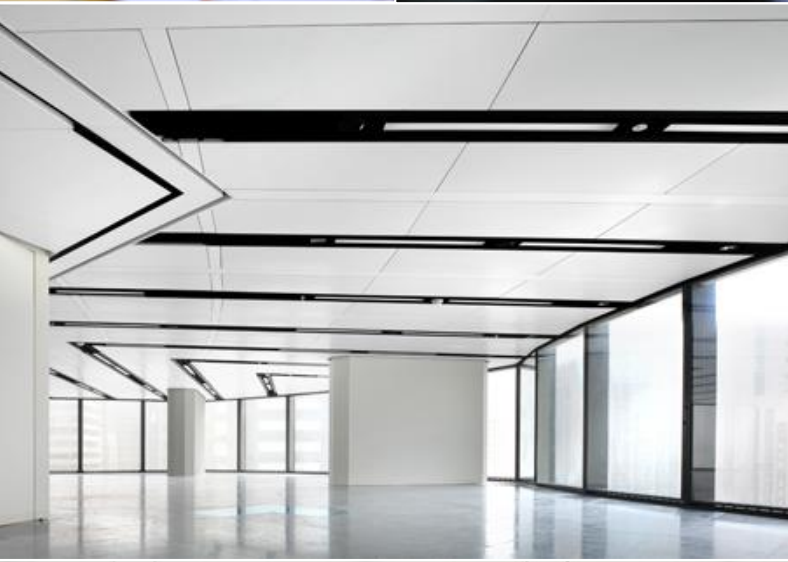




**JOB DESCRIPTION**  
Export Project Developer  
Project Development  
Location Reading, UK  
Reporting to: Project Development Manager







## COMPANY OVERVIEW

SAS International is a market leading, internationally operative British manufacturer of interior building products. On-going investment in modern manufacturing facilities and processes ensures we provide value-engineered solutions across the built environment.

We are solution led, driven by delivering quality, innovation and maximum value to an increasingly demanding specification market. The foundation principles upon which we have built our success are:

Service, Quality, Innovation and Dependability.

## PRODUCT PORTFOLIO

With over 50 years' experience, SAS International has seen many product innovations and developments. The basic wood fibre products of the early 1960s have all but disappeared. Now, high performance metal products meet the increasingly stringent demands of 21st century buildings and workforces.

SAS International now produces sustainable chilled ceilings, active and passive chilled beams, Integrated Service Modules, radiant heating panels and trench heating solutions. Bespoke architectural metalwork solutions complement our ceiling systems. Partitioning and doors complete the fit-out solution.

## USPs

Specifiers benefit from our design expertise, technical knowledge, flexibility and innovative approach. Our involvement right at design stage means we can best meet demands that legislation may place on a building. This provides for ease of construction and considers ongoing maintenance requirements from the outset.

Benefits accrue from the ease of installation of our products and building occupiers benefit from the practical solutions we deliver. Minimising waste and reducing risk are integral to our processes.

## APPROACH

Our philosophy is based upon a long-term approach supporting individual projects, establishing and maintaining supply chain partnerships with clients, architects and contractors through on-site visits and assistance.

The design and manufacture of products for different sectors and geographical locations can be challenging. Communication and understanding amongst the project team are key drivers in delivering a successful outcome.

With a specialist export team supported by offices in a number of countries, the process is closely managed and efficiently carried out at every step. We operate in project teams across the globe to help support clients, specifiers, contractors and engineers, from concept to completion.

From commercial, education and healthcare projects to large-scale infrastructure and transportation hubs, the sustainable and practical solutions we deliver provide considerable benefits and savings whilst exceeding design briefs.

## THE ROLE

Initially, the candidate's main duties and responsibilities will include:

- Proactively researching new business opportunities for SAS's interior products within the European market, with an emphasis on the French market.
- Managing a pipeline of future sales opportunities, ensuring relevant contacts are established and then passing this opportunity to the sales team.
- Using telephone and email to contact clients, architects & consultants within the construction & property sectors with the aim of promoting SAS products and services.
- Becoming an expert in the European suspended ceilings market as well as the construction and property industry as a whole.
- Providing quarterly reports on SAS activity within the European market, as well as providing a general overview of the market situation.
- Working closely with the sales team, to ensure that sales portfolios are kept up to date and accurate.
- Providing support to the sales team, to ensure that the SAS client base is provided with relevant literature, product samples and high quality service.
- The Project Developer would be expected to gain a working knowledge of SAS's product range, project history and a general understanding of the construction industry.
- All project and customer activities are expected to be logged and managed on the SAS database. The database should be kept to a high degree of accuracy at all times.
- The onus is on the Project Developer to manage their own workload, time and portfolio and is able to produce what is expected of them in the appropriate fashion.

## IDEAL CANDIDATE PROFILE

### EXPERIENCE

- The ability to demonstrate some of the key attributes described above, whether this is through previous employment, college/university activities or out of hours interests.
- 1-2 years of B2B marketing or sales experience will be highly beneficial.

### PERSONALITY PROFILE

- Fluent in French & English (Essential).
- An excellent communicator, both written and verbal, able to articulate complex ideas effectively.
- Highly self-motivated.
- Confident, with a high level of personal resilience.
- Ability to develop relationships at all levels.
- Strong professional investment in the role and the business.