



creating better environments

The Flooring Systems division offers a broad and attractive range of environmentally friendly natural linoleum, high-quality vinyl floors, entrance matting systems for cleaning and drying shoes, carpet tiles, needle felt, and Flotex, the washable high-tech textile flooring. Thanks to their excellent technical properties and attractive design, these flooring products are invariably the first choice for public buildings, department stores, hospitals, and other healthcare facilities, schools, libraries, commercial and office spaces, leisure centers, shops, hotels, restaurants, and cafeterias as well as for applications in the residential market. With a market share of about 70 percent, Forbo is the world leader in linoleum.

Flooring Systems also provides ready-made adhesives for floor covering installations, parquet flooring, and ceramic tiles, leveling compounds for the construction industry as well as liquid floors under the trade name Eurocol.

We are seeking a proactive and driven individual to join our UK Sales team. This is an opportunity to join a market leading, international flooring manufacturer and play a key role in delivering tailored solutions for customers across the UK and Ireland.

This role is responsible for driving increased sales of Forbo Flooring products across the Industry sector, specifically targeting Data Centres and Life Science clients, identifying new opportunities, and building relationships with key stakeholders through a customer service reflective of Forbo company values.

Key Account Manager - Industry

What you'll do:

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Provide professional representation within the flooring market reflective of Forbo values.
Proactively increase the profile and exposure of Forbo complete product portfolio within the specified sectors and clients.
Consistently identify and target end-users within the UK and Ireland.
Manage time effectively with balance of customer and business needs daily.
Provide accurate, timely and concise technical information to all customers and influencers.
Build sustainable relationships with specifiers, end-users, and contractors.
Generate specifications through clients, architects, designers and other decision-makers/influencers.

What we're looking for:

Experienced professional within Flooring or similar manufacturing background who has a minimum 5 years experience in a B2B competitive sales environment.
Experience targeting clients within Data Centres and Live Sciences.
Proven ability to generate networks and establish strong internal and external relationships.
Demonstrable ability to create a strategic plan, gain commitments from others including customers and internal stakeholders.
Somebody who possesses analytical skills of sales related data including trends, competitor knowledge.
A self-motivated individual with the ability to travel when required across the UK and Ireland.
Resilient nature and motivation to succeed.
Compliant with internal systems (SAP/C4C) and associated Sales administration tasks.

About the role:

Permanent position
Remote working position aligned to a territory
37.5 hours per week
Company Car allocated



FLOORING SYSTEMS