

Specifications Consultant.

JOB PURPOSE

As the Specifications Consultant you will form part of Legrand South Africa, reporting to the Projects Manager for Southern Africa.

Legrand is the global specialist in electrical and digital building infrastructures.

Its comprehensive offering of solutions for use in commercial, industrial and residential markets makes it a benchmark for customers worldwide. Innovation for a steady flow of new products with high added value and acquisition are prime vectors for growth.

Legrand reported sales of over €5.0 billion in 2016.

Specialties of Legrand:

Electrical devices, Home automation, Energy efficiency solutions, and Building infrastructures & Datacom solutions.

As the Specifications Consultant you will be responsible to maximize specification performance, in line with company objectives and strategy, working as part of the EXPORT regional team to drive product proposition to develop customer satisfaction.

AREA: ZAMBIA, BOTSWANA, ZIMBABWE.

TASKS:

As the Specifications Manager you will be responsible for the following:

- Focusing on the development of project pipelines in the Export region sector of Legrand
- To be supportive of the commercial sector development opportunities as a part of the specification team, diverting strategically projects specified to Wholesale partners for procurement, delivering sales revenue and project managing with the economical chain after specification to ensure smooth procurement of Legrand Products.
- Responsible for profitable development of a project case by case.
- To work across the supply chain, internal and external, engaging specifiers and influencers to promote system solutions.
- Ensure follow through from specification to order stages, to be in line with KPI's.
- Strong focus on project management, building sustainable relationships to maximise market advantage ensuring KPI's regarding Legrand key product focuses are met.
- Focusing on the development of project pipelines in the export sector.
- To be supportive of the commercial sector development opportunities as a part of the specification team
- Deliver sales revenue for the region, following the Project Sales Activity approach.

- To work across the supply chain, internal and external, engaging specifiers and influencers to promote system solutions
- To be driven by performance KPI's by ensuring specification offering includes product solutions by means of written proposals, expertise and advice on advantages of Legrand's comprehensive product range. Communicating the entire value proposition to Engineer, Architect, Contractor and Developers on a project.
- Proactively identifying new opportunities for enhanced specifications, uncovering and understanding these through application of trained techniques, supply chain knowledge, commercial awareness and in depth knowledge of customers' businesses.
- Contribution and achievement of local demand forecast in line with regional KPI.
- Assist and /or give presentations to Export team as necessary and to customer base the CPD portfolio with focus on specifiers.
- Collaborate with regional and technical support team members to develop technical skills.
- Successful management of CRM Project leads through specifiers where applicable.
- Working with other team members to develop their technical skills.
- Adherence to strict ethical codes of conduct and maintenance of confidentiality at all times.
- Adherence to Company reporting procedure/commercial admin systems, offering appropriate feedback and information.
- Responsibility for safety aspects within area of responsibility whilst attending site meetings.
- Provide timeous input into management reports as and when required to Regional Specifications Manager.

Ideally you will possess the following:

- Degree, Diploma or relevant industry qualification in construction/building disciplines is preferred or minimum 4 years equivalent industry experience.
- Matriculation, including English and Maths
- Good working knowledge of software packages e.g. AutoCAD, Excel, Word and Powerpoint.
- Successful promotion of solutions /specifications,
- Engineering perspective with ability to identify innovative solutions through a solid commercial approach.
- Ability to interpret technical designs/drawings.
- Knowledge of construction process stages and ability to identify opportunities to improve efficiency within a customers' construction programme.

Benefits:

Basic Salary, Provident Fund, Medical Aid, Car Allowance, Petrol card, Cell phone, Laptop, Quarterly & Annual Bonus.

For Interview opportunities, please email your CV to: johan.bosch@legrand.co.za

Or contact: +2711 444 7971