New Lift Sales Manager

South-East England (Home-Based)

Competitive Salary & Benefits Package

Salary Negotiable Depending on Experience

Drive Growth. Win Projects. Build Relationships.

Ideal Lifts Ltd is a successful independent lift company specialising in the supply and installation of passenger lifts, goods/passenger lifts and bespoke lifting solutions across the UK. We work with developers, main contractors, architects, consultants and MMC providers on a wide range of residential, commercial and public sector projects.

As part of our continued growth strategy, we are looking to recruit an experienced and motivated **New Lift Sales Manager** to join our team.

This is an excellent opportunity for an ambitious lift industry professional who enjoys building relationships, developing new opportunities and winning projects. Unlike larger corporate organisations, this role offers genuine autonomy, direct access to decision makers and the opportunity to play a significant role in the future growth of the business.

The Role

Reporting directly to the Managing Director, the New Lift Sales Manager will be responsible for identifying, developing and securing new passenger lift installation opportunities throughout the UK, with a primary focus on the South-East and surrounding regions.

The successful candidate will be expected to develop strong relationships with contractors, developers, architects, consultants and end-user clients, managing opportunities from initial enquiry through to contract award.

This role carries responsibility for delivering a minimum annual sales target of £2 million and will be a key contributor to the future growth of the New Lifts division.

Key Responsibilities

Sales & Business Development

- Generate profitable new passenger lift sales opportunities.
- Develop and maintain relationships with:
  - Main Contractors
  - Developers
  - Architects
  - Consulting Engineers
  - Housing Associations
  - Modular Construction Providers
  - End-user Clients
- Identify and pursue specification-led opportunities.
- Develop and manage a robust sales pipeline.
- Secure repeat business from existing customers.
- Win new customers and develop long-term client relationships.

Opportunity Management

- Manage opportunities from enquiry through to contract award.
- Attend client meetings, site visits and presentations.
- Work collaboratively with estimating, design and operational teams to develop competitive proposals.
- Negotiate commercial terms and secure orders.
- Ensure successful handover of projects into the delivery phase.

Market Development

- Increase awareness of Ideal Lifts Ltd within key market sectors.
- Identify emerging opportunities and industry trends.
- Monitor competitor activity and market conditions.
- Support the development of strategic customer relationships.

Solutions Division Lead Generation

Working alongside the Commercial Manager, identify and develop opportunities for Lift Removal & Replacement projects, supporting the wider growth objectives of the business.

About You

You will be a driven, professional and commercially aware individual with a proven track record of securing high-value projects within the lift industry.

You will be comfortable working independently, managing your own workload and representing the company across all levels of the construction and development sectors.

Most importantly, you will have the energy, professionalism and determination to help drive the next stage of growth within a successful independent business.

Essential Requirements

- Proven track record of success within new lift sales.
- Strong understanding of passenger lift products and the lift industry.
- Experience working with contractors, developers, architects and consultants.
- Excellent communication, presentation and negotiation skills.
- Strong commercial awareness.
- Ability to work independently and manage priorities effectively.
- Excellent relationship-building skills.
- Full UK driving licence.

Desirable Requirements

- Existing network of industry contacts.
- Experience within modular and MMC sectors.
- Understanding of specification-led sales processes.

- Knowledge of public sector and framework-based procurement.
- Experience working across multiple construction sectors.

What We Offer

- Competitive salary tailored to experience.
- Company vehicle.
- Mobile phone and laptop.
- Pension scheme.
- Flexible home-based working arrangement.
- Genuine autonomy and responsibility.
- Direct access to senior decision makers.
- Opportunity to influence the future growth and success of an ambitious independent lift company.
- Supportive and collaborative working environment.
- Long-term career development opportunities.

Join Ideal Lifts

If you have the experience, determination and industry knowledge to generate new opportunities and build lasting customer relationships, we would like to hear from you.

Please submit your CV together with a covering letter outlining your experience and what you could bring to the role to **louise@ideallifts.com**.

Ideal Lifts Ltd is an equal opportunities employer and welcomes applications from all suitably qualified candidates.