

# Job Vacancy

Realise the next step  
of your career

## Architectural Technical Manager

POSITION TYPE: Full time, permanent

LOCATION: London and East Counties  
(exact territory specified separately)



# Introduction

## Your privacy

Bauder treats personal data collected while managing your job application in accordance with our Data Protection Policy. Information about how your data is used and the basis for processing your data is provided in our Job Applicant Privacy Notice, this is published to our website within the [Careers Section](#) or available upon request from the [HR Department](#).

## About us

Bauder is a leading international manufacturer of building construction materials for flat roofs. We provide our clients with a complete technical roofing solution and package from inception to completion, to meet their every requirement. Our service is centred upon our dedication to provide a waterproofing system that fully understands all the individual issues of any project and fully responds to the needs of the client.

Our flat roof systems are designed to provide a high quality, single source solution for every application and client need. Whether green roofing to bitumen membrane, and from hot melt to cold liquid applied, right through to BauderSOLAR PV panels, giving energy for sustainability.

Bauder flat roofs represent an industry leading commitment to deliver technologically advanced roofing products, which meet the diverse needs of the roofing industry in terms of budget, performance and function of the highest quality. The Bauder name is synonymous for quality, design and service.

Our people focused culture originates from a strong family ethos and the belief that our success is determined through our people, who are at the very heart of what we do.

## Fit to team and skillset drives our success

We place great attention to detail on recruiting the right person, team fit is as important to us as skillset and people join us for a career and not just a job. We have fun whilst we work and reward, recognise and develop the capabilities of our people. The commitment from all our people undoubtedly drives the high levels of business performance and success enjoyed today.

*'you work with friends not colleagues' (Area Technical Sales Manager)*

*'the Company really looks after you as a person' (Technical Administrator)*

*'there is a strong commitment to employees and sense of trust and fairness' (Manager)*

Would you like to be part of an extremely successful, team spirited business, with a motivated people driven culture? A business which focuses upon building your career, supporting and encouraging your development and fostering autonomy, ownership and accountability. We offer a highly competitive remuneration package and lifecycle of benefits, designed to protect you and your family. Our accolades validate our employer credentials, we were the first in our sector to be awarded the prestigious Investors in People Platinum award and are proud to be reaccredited in 2024 for the third time at platinum level as well as achieving the 'We invest in Wellbeing' Gold award on our first attempt.

Bauder is an Equal Opportunities employer

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**INVESTORS IN PEOPLE™**  
We invest in people Platinum

**INVESTORS IN PEOPLE®**  
We invest in wellbeing Gold

# Job Specification

Dec24-v5

## Objective:

Originating from an architectural and proven specification sales background a technically biased candidate is sought to join our highly successful Technical Sales Team, reporting into the Regional Manager. Candidates should possess a team orientated, pro-active and motivated approach and enjoy autonomy to manage territory and achieve new build sales in-line with sales targets. The emphasis being upon building strong relationships, ensuring reciprocal business, thus expanding client base and increasing turnover to the region. The role has a new build focus and candidates must possess strong influencing and negotiating abilities not only through architects but via main contractors and approved roofing contractors.

## Profile

- Professional, friendly and resourceful approach with outgoing personality and strength of character
- Ability to self-manage and self-motivate to drive results
- Proven track record in technically focussed specification sales, business development and account management within the building envelope
- Proven commercial awareness
- Management of customer relationships and strong networking abilities
- Strong interpersonal skills
- Excellent presentation and communication skills - written, verbal and listening.
- Outstanding interpersonal skills.
- Ability to communicate at all levels within an organisation, internally and externally.
- Proven negotiator
- Strong team player
- Positive, proactive mindset
- Approachable, engaging and outgoing personality
- Ability to work in a fast-paced environment with cross-functional teams.
- Full clean UK driving licence.

## Outline of Responsibilities/duties

- This project orientated role requires the candidate to be well versed in selling via the sales specification route
- Oversee project procurement from outset to conclusion with a strong tracking and project management emphasis
- Specification sales to specifiers whether architects, surveyors, local authorities, building owners or main and approved contractors

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## General administration

- Production of specifications, inspection reports, surveys and guarantees - tracking and progressing accordingly
- Responding to administrative requests in a timely and efficient manner
- Utilising Company database to glean information
- Prepare and deliver CPD seminars / presentations
- Liaison with the Marketing Department / external telesales and internal teams
- Liaison with the Technical Department – Technicians and Administrators to resolve technical queries and progression of detail drawings.

This job specification is non-exhaustive and subject to change as the Company deems necessary.



### **Robert Woolston, Regional Manager**

*Bauder are well known as the leading specification writer for flat roofing within the UK.*

*Our continually growing team work closely to deliver the best advice to our clients and the successful candidate would become an integral part of contributing to our future success.*

*This position is at the forefront of the London new build market and at the cutting edge of current survey techniques and offerings to our clients. It is an extremely sociable and enjoyable role, albeit in a fast-paced industry.*

*We need a good team player to join a very successful sales team. So, if you are eager to work hard, willing to travel, think on your feet, build relationships – and also have fun with a great group of people – then this role could be for you. You will not regret it.*

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### Reducing the use of materials



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