

Job title	Scotland Regional Manager
Main purposes and scope of job	The main purpose of the Scotland Regional Manager is to ensure a high standard of service delivery with regards output from the Scotland office with regard existing clients and to be at the heart of further business development regionally and within the company as a whole.
Key tasks	<ul style="list-style-type: none"> • Assist the Commercial Manager in developing and enhancing business opportunities in the region as well as developing a network • Build brand awareness via social media and networking events • Develop client relationships and manage existing clients with care • Participate in and drive company local/national CSR initiatives • Effectively manage a team including monitoring performance and development • Ensure high quality delivery of service to all clients • Innovative improvement of current systems to increase efficiency • Initiate contact with clients and increase sales • Be able to present formal training and seminars, internally and externally, as required. • Working alongside the Quality Manager; to ensure regional compliance with all SHEQ related tasks and continuous improvement in accordance with the requirements of our UKAS accreditation and other management system or certifications as necessary • Work with our HR department in ensuring all related matters are managed to a high standard
Person Specification	
Skills and Abilities	Good numeracy, literacy and IT skills (primarily Microsoft Office applications). Strong inter-personal and leadership skills. Sound problem solving abilities and resilience. Willingness to continuously improve and learn (CPD)
Experience	<p>Proven experience of 5 years in all areas of asbestos consultancy, inspection and testing. Soils inspection, analysis and remediation experience desirable.</p> <p>Previous office and contract management experience in a similar</p>

	<p>role essential.</p> <p>Experience of working in a commercial capacity as a company advocate and representative at corporate events.</p> <p>Pricing and specifying works in all sectors.</p>
<p>Knowledge</p>	<p>Minimum GCSEs with C or above in Mathematics and English. Further qualifications, or ability to work towards further qualifications desirable.</p> <p>S301/W504 with certificate of competence (or demonstrably working towards if not) P402,P403, P404 minimum in lieu of the above.</p> <p>Management (or similar training) and qualifications.</p>