Tobermore

Hard landscaping. **Made easy.**



Together, we are a team

Territory Account Executive GB

v3.1 | July 2025

Contents

Background	4
Territory Account Executive	6
Requirements	7
Training	8
Benefits	9
Testimonials	10
HEART Values	12
Well-known Schemes	14
The Team	15
We Care	16

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Trust Tobermore

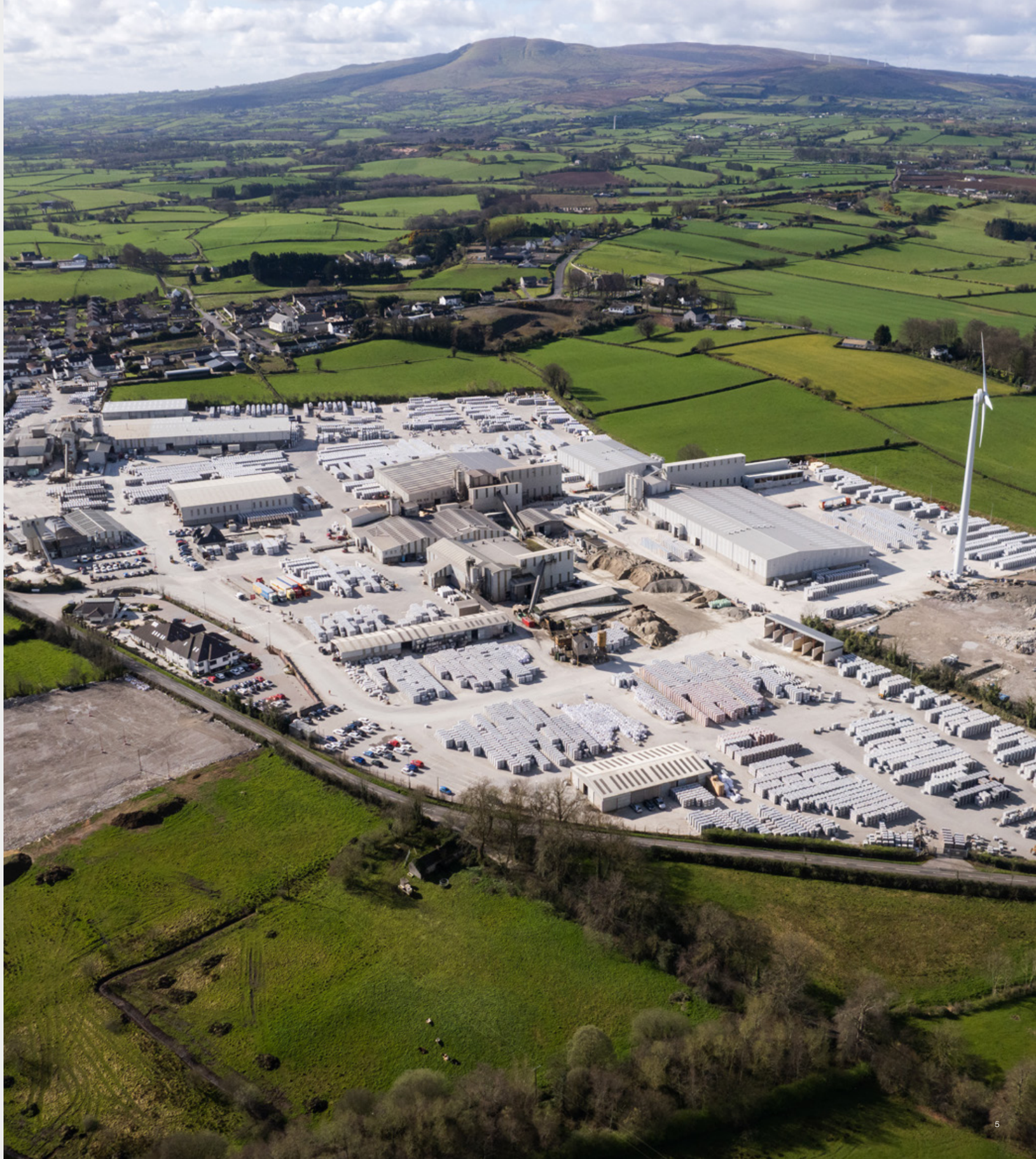
Welcome

Tobermore is a UK-based paving and walling manufacturer with our roots proudly in Northern Ireland. From a small family-run aggregate firm to a £90 million business, we've grown into an award-winning company with over 450 employees, supplying premium landscaping products across the UK and Ireland.

Our materials have helped shape some of the most recognisable landscapes in Great Britain, including Olympic Way at Wembley and the Sir Chris Hoy Velodrome in Glasgow, as well as standout destinations like Rossharbour Resort in Northern Ireland.

At Tobermore, we believe great people build great businesses. That's why we invest in our teams, offering a collaborative, forward-thinking workplace with a strong culture of learning, development, and innovation. We are proud to be ranked among the Top 100 Companies in Northern Ireland in the Belfast Telegraph 2024 list – a reflection of our strong performance and continued growth.

Whether you're just starting out or looking to grow into something more, this is your chance to be part of a team shaping the future of our built environment – one project at a time.



80 Years
& counting

Background

In 1942, a mother's wartime sacrifice sparked the beginning of something remarkable. With £500 saved while her son was away at war, she helped him start a small sand and gravel business in the village of Tobermore. Eighty years on, that act of faith has grown into one of Northern Ireland's most respected companies – still family-owned, still grounded in community, and still driven by a clear purpose: to transform lives and landscapes.

Today, Tobermore supplies high-quality paving and walling products to both commercial and domestic markets across the UK and Ireland. Our commitment to innovation, sustainability, and quality has made us a trusted partner on landmark projects, while our people-focused culture continues to attract and retain exceptional talent.

With a proud heritage and a progressive outlook, we're building more than hard landscaping - we're building a lasting legacy.

Trusted by customers
At Tobermore, relationships come first. We listen, we care, and we go above and beyond to deliver solutions that exceed expectations. Whether supporting a housebuilder with complex drainage requirements or helping a homeowner bring a vision to life, we aim to make every customer feel confident, supported, and inspired.

A better way to work
We've streamlined our systems so customers get what they need — fast. From responsive technical support to user-friendly digital tools, everything we do is designed to remove friction and keep projects moving. We're agile, efficient, and always looking for ways to improve the customer experience.

Designed to perform, built to last
Every Tobermore product is made with care, using advanced manufacturing techniques, premium materials, and strict quality control. We invest where it matters – so our customers can count on long-lasting performance and visual appeal. We're proud to be ISO14001 and ISO9001 certified, with industry awards that reflect our commitment to excellence.

People with purpose
Our people are the heartbeat of Tobermore. Many have been with us for years — and some, decades. We invest in their growth, celebrate their achievements, and create a culture where everyone feels valued. This is a place where careers thrive, ideas are heard, and a shared sense of purpose drives everything forward.



Territory Account Executive GB

Job Title
Territory Account Executive

Department
Specification Team

Reports To:
Specification Team Leader/Head of Specification Sales

Job Summary

A Territory Account Executive focuses on meeting with key customer groups such as Architects, Landscape Architects, Engineers and Local Authorities to develop their knowledge and awareness of Tobermore product solutions. A Territory Account Executive provides hard landscaping advice and design support in a consultancy type role aimed to make the specification process fluid, this in turn results in an increase of Tobermore specifications on construction plans therefore securing future Tobermore business sales.

Key Responsibilities:

The following list constitutes the key tasks and duties of your post upon which your job performance will be assessed. Tasks are not in any particular order, therefore the sequence which they appear should not be interpreted as indicating priority or relative importance.

Duties will include:

- Target Architects, Landscape Architects, Engineers & Local Authorities to assist in the specification of projects.
- This is an external role which you will be expected to confidently conduct one to one meetings in a professional environment.
- Confidently conduct CPD presentations to groups of up to 30 Architects.
- With the support of our Business Development Team you are expected to secure and attend an average of 6 customer meetings per week with Specifiers.
- These meetings need to result in the acquisition of Tobermore Specifications. A Specification is when an Architect/Specifier chooses your products to be added to the construction drawings; these can hold a value of up to £500k
- Identify new business opportunities by scrutinizing planning leads, target lists and other resources provided by Tobermore, including various construction intelligence and lead generation services.
- Where applicable, our Business Development Team will provide support with lead generation and meetings.
- Continually contact perspective customers to generate leads.
- Account manage a large number of clients in conjunction with your Business Development colleague.
- Manage a large collection of moving projects throughout the design stage, passing these projects onto our commercial sales team at the correct time to ensure a sale for the business is achieved.
- Gather & communicate information on projects to assist the Commercial Sales team.
- This is a creative and consultative selling role therefore use of initiative is required.
- Create and maintain strong relationships with Architects/Specifiers within your region.
- Maintain CRM/Dynamics system as per procedures.
- Use LinkedIn to identify customers and increase Tobermore brand awareness.
- Play an active role in team meetings.
- Attend exhibitions & networking events linked to the Specification & Construction Market.
- Any other duties as required.

This job description is not exhaustive and serves only to highlight the main requirement of the post holder. The job description will be reviewed regularly and may be subject to change.

Requirements

	Essential	Desirable
Qualifications	▪ 5 GCSE's / Junior Cert to include English & Maths A – C or equivalent.	▪ A-levels/ Bachelors degree / Leaving Cert or equivalent. ▪ Sales or marketing certifications.
Experience	▪ 6 months experience in sales/ customer service.	▪ Existing relationships within the construction industry, specifically with architects, landscape. architects, engineers, and local authorities. ▪ Experience with CRM software and Microsoft 365.
Knowledge, Skills and Competencies	▪ Excellent communication and negotiation skills. ▪ Ability to present and sell products. ▪ Goal-Oriented; Proven ability to meet targets and drive company strategy. ▪ Be well organised, systematic and someone who enjoys the challenge of sales. ▪ Being enthusiastic, confident and having a desire to succeed. ▪ Have excellent telephone manner with objection handling skills. ▪ Being persuasive and engaging. ▪ Being a team player but also be able to work independently. ▪ Self-motivated. ▪ Hard Working. ▪ Relationship Builder with high social skills. ▪ Adaptable to change. ▪ Strategic Thinker. ▪ Positive Outlook. ▪ Persistent. ▪ Well Presented.	▪ Up-to-date knowledge of industry trends, competitors, and relevant legislation within the construction industry. ▪ Ability to read and understand technical drawings and specifications. ▪ Regional awareness. ▪ Tele marketing.
Physical Circumstances	▪ Full Valid UK Driving Licence. ▪ Living close to area/location/region they will be covering. ▪ Travel: Willingness to travel for client meetings, site visits, and industry events.	

Training

The Tobermore Induction Programme consists of 5 weeks training, 1 of which is over at our Head Quarters. The Programme covers:

Introduction to Tobermore and meeting our Departments

Shadow days with Sales Team members

Researching leads training and securing appointments

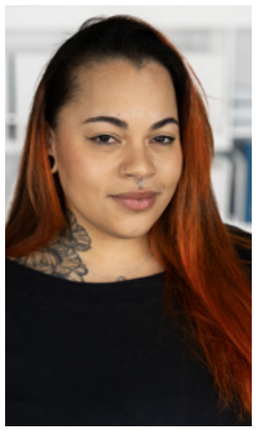
Conducting a meeting and follow up training

Presenting training

Technical Product Training









Benefits of working for Tobermore

Competitive Salaries
The salary for this role is negotiable depending on experience.

Bonus
A bonus scheme is included in the remuneration package for this post.

Cyclescheme
Cyclescheme is an employee benefit that saves you 25-39% on a bike and accessories.

BHN Techscheme
Save up to 12% on over 5,000 tech items & appliances and spread the cost interest free!

Private Health Care
Our employees can now benefit from a private healthcare scheme provided by Vitality

Pension
You will be eligible to join the organisation's contributory pension scheme

Annual leave
Your annual leave entitlement will be 30 days. Annual leave entitlement increases with service.

Holiday Purchase Scheme
We have a holiday purchase scheme available for all employees.

Career Progression Path

Company Branded Clothing

Being part of an Award Winning Company
– 'One to Watch' for Successful Workplace Engagement, won the European Foundation for Quality Management (EFQM) Business Excellence Award.

Listed as Top 100 Company NI
Belfast Telegraph.

Company car allowance

Opportunity for Flexible Work Life Balance

Corporate Social Responsibilities Employer

Connected Employee Well-being App
BHSF Connect Well-being Employee App
24/7 Employee Support

Payroll Giving Employer.

Long term career prospects
Growing and financially stable family business.

First class working environment
Newly refurbished & enhanced headquarters building.

Complimentary Employee Events.

Length of Service Awards

Very strong emphasis on training
(internal & external), mentoring & development.

Online Learning System

Excellent workplace culture & team approach

Company contribution to Employee Eye care costs

Fresh Tea, Coffee
Fruit & Selection of bread when at HQ

Staff Discount Programme

Testimonials



Tobermore gives you everything you need to be successful in your role and encourage you to be the best you can be & reach your targets. I have learnt so much since starting at Tobermore and the company culture is always positive and support is always given for training and upskilling to help you progress. It is great to be apart of a company that cares & values you individually as well as challenging you to grow with the company"

Rebecca Robson
Specification Manager



I've really enjoyed being part of tobermore's specification team for the past 5 years, over a period which has seen substantial company growth. Tobermore have given me the freedom to grow and develop my career, and provided me with all the tools I need to achieve success. I have always felt well supported by Tobermore, both professionally and personally, and look forward to continue growing alongside the company as we continue our journey"

Richard Heyes
Specification Team Leader

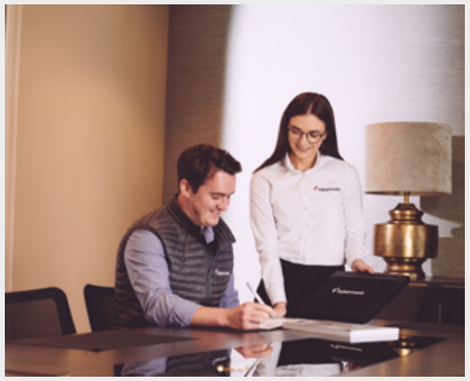


Heart

Happy, Excellence, Attitude, Reliable, Team

HAPPY

- Positive mindset
- Friendly & approachable
- Enthusiastic
- Caring & listening
- Welcoming
- Fun
- Work-life balance



EXCELLENCE

- Determined
- Personal development
- Continuous improvement
- Detail-orientated
- Organised & disciplined
- Progressive
- Process-orientated



ATTITUDE

- Adaptable
- Honest
- Helpful
- Hard Working
- Humble
- Motivated
- Respect
- Solution-focused
- Can-do/Positive Mindset
- Resilient

RELIABLE

- Trustworthy
- Committed
- Professional
- Integrity
- 100% responsibility
- Punctual



TEAM

- Togetherness
- Coaching
- Inclusive
- Collaborative
- Engaging
- SLAs
- Open & honest communication



Well-known Schemes

See more online at: www.tobermore.co.uk/projects



British Airways i360, Brighton



Sir Chris Hoy Velodrome, Glasgow



Olympic Way, Wembley Arena, London



Bet365 HQ, Stoke-on-Trent, Staffordshire

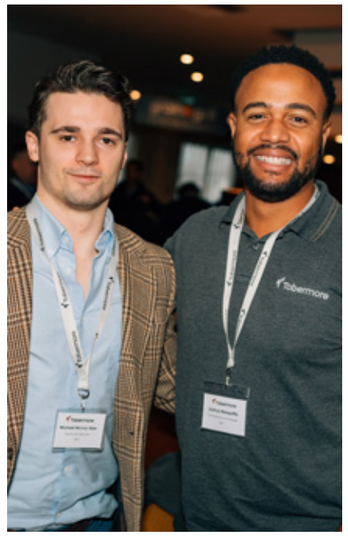


Heathrow Terminal 2, London



The Technology Entrepreneurship Centre, Nottingham

The Team













Join An Employer Who Cares

Tobermore is committed to protecting the environment we all share.

From how we power our site to how we recycle and transport our products, sustainability is woven into everything we do. Guided by a dedicated sustainability committee, we're continually investing in greener ways of working – because building a better world starts at home.

Energy
We are reducing our carbon footprint by hundreds of tonnes each year by investing in the production of our own clean energy output from solar panels and a 250kw wind turbine.

Waste
We've achieved zero waste to landfill by continually improving production efficiency and fully recycling all manufacturing residue.

Water
We recycle 100% of the water used in our manufacturing process and harvest rainwater to reduce our impact on this precious natural resource.

Transport
All deliveries are despatched from a single site to reduce mileage, and vehicle use is optimised through backloading. Our "on time and in full" policy ensures transport is efficient as well as reliable.

Recycled packaging
Our packaging is 100% recyclable and includes 30% recycled content, helping us cut waste and reduce our packaging-related carbon footprint by 20%.

Environmental Product Declarations (EPDs)
We are reducing our carbon footprint by hundreds of tonnes each year by investing in the production of our own clean energy output from solar panels and a 250kw wind turbine.

Tobermore

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