Sundridge Search
Recruitment Consultants

https://www.sundridgesearch.com/job/397/

LV/ MV Cable Sales Manager (£55000 – £65000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Electrical

Job Location
United Kingdom (based anywhere)

Working Hours
Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary
£ 55000 to £ 65000 - £ Plus up to 20% of basic salary

Date posted
January 14, 2024

Description

Our client is a UK specialist electrical equipment and component distributor. They supply a wide range of cable and cable accessories to the domestic housing, commercial and industrial sectors from their UK locations.

Our client is looking for a sales manager to sell their cable installation products range (low voltage cable joints, medium voltage cable jointing, medium voltage cable termination, etc). The successful candidate can be based anywhere in the UK. For over ten years our client has increasingly been involved with the leading contractors and also multi utility contractors. They are looking for candidates who can deliver profitable growth and development of new/existing customers for their cable division in line with the Company business plans and objectives.

Responsibilities

- Identify and exploit new business opportunities and follows up those sales leads that will provide the greatest opportunities to achieve sales targets and objectives.
- Sales activities relating to all aspects of product and service promotion, e.g. customer presentations, direct mailing initiatives and recommends advertising and marketing strategies.
- Ensures that customer requirements are correctly interpreted, contract terms and conditions are fully understood and properly negotiated within specified limits of authority.
- Ensures that quotations are submitted and followed up in a timely and professional manner, maximising quotation conversion.
- Establishes reasons for non-conversion.
- Maintains customer contact ensuring maximum customer satisfaction.
- Submits regular and comprehensive sales activity and marketing reports, to ensure resources are effectively used and sales data analysed.
- Respects and maintains Company confidentiality.
- Complies with requirements of Health & Safety practices as outlined in the Company Health & Safety Procedure.
- To plan and control expenses in order that these are kept to a minimum commensurate with achieving the planned revenue.
- Assists, when necessary, in the resolution of queries relating to debts and with cash collection.
- Performs other related duties as assigned.

Qualifications

- Proven track record in technical sales within the cable market.
- Computer literate.
- Commercial Acumen.
- Proactive with good interpersonal and communications skills.
- High degree of technical knowledge relating to the cable market with the ability to analyse drawings and quote directly to the customer.

Job Benefits

- £55000 to £65000 basic salary plus benefits
- Company car
- OTE (up to 20% of basic salary)
- Pension (5% vs 5%)
- Laptop & phone

Contacts
info@sundridgesearch.com