

<https://www.sundridgesearch.com/job/analytical-instruments-2/>

Filled by Sundridge Search – VACANCY's CLOSED – Analytical Instruments Regional Sales Manager (£50000 – £60000 basic plus benefits)

Description

This role is responsible for identifying, developing business opportunities across a variety of strategic target markets utilising products from across our clients portfolio and focus will be on increasing and maintaining market share.

You will target existing customers, OEM's, system integrators, end users, academic and research establishments using your experience in consultative sales and finding new opportunities.

The candidate has to be based in Northern England.

Responsibilities

- Identify/Develop relationships with target customers and key accounts.
- Provide input to Marketing, Marcoms, Product Development and segment heads related to activities to achieve and accelerate profitable market growth
- Building a credible and validated pipeline of new business opportunities aligned with core technologies
- Execute sales campaigns that align with UK's strategic drivers and global megatrends.
- Work towards exceeding annual sales revenue and profit targets
- Identification and prioritisation of target customers, projects and applications in target markets
- Work closely with UK Market Development and Product Specialists to execute sales campaigns
- Maintain effective reporting of all accounts using CRM and Miller Heiman Blue sheet for Key Accounts
- Timely reporting for management purposes
- Proactively promote and follow HSE practices, manage risk and take appropriate action with regard to reporting and avoiding all incidents, near misses and hazards.
- To take part in continuous improvement initiatives and projects including those associated with "BlackJack"
- To promote the vision and values of the organisation
- Flexible to carry out any other tasks in accordance with departmental and organisational needs.
- Appropriate national/international travel.

The above is not an exhaustive list, and you will be expected to perform duties in

Hiring organization

Sundridge Search

Industry

Analytical Tools

Job Location

United Kingdom, Northern England

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

£ 50000 to £60000 - £ Plus OTE/
Commission

Date posted

January 1, 2022

order to facilitate the department and organisation in achieving its' objectives.

Qualifications

Essential

- Technical product sales experience (min 5 years) with awareness of all or some of the following:
 - Optical Spectroscopy techniques
 - Scientific measurement and analytical instruments
 - Process measurement and control Instrumentation
- Pro-active and proven Salesman who initiates action
- Trained in consultative solution sales
- Used to developing sales growth plans
- Strong commercial awareness and understanding
- Excellent verbal and written communication skills
- Excellent presentation skills
- Used to working in global matrix style organisations
- Strong Microsoft office user (PowerPoint, Excel, Word)
- Fluent in English
- Full, clean driving license

Preferred

- Experience of selling high value precision process instrumentation and/or scientific measurement and analytical instrumentation as well as system solutions.
- Culturally aware and experience of working with Global Teams in Europe, Asia and US
- Bachelor's degree/ HND in technical / engineering discipline.
- Experience of Microsoft Teams and SharePoint
- CRM experience, preferably Salesforce

Personal Qualities:

- Resilience and tenacity
- Focussed and Self-motivated
- Pro-active and action orientated
- Strong "active listening" ability
- Proven influencing and persuasion skills
- Flexibility
- Structured and organised approach to work
- Ability to build effective relationships with customers and stakeholders
- Professional approach and appearance

Job Benefits

- £50000 to £60000 basic salary
- Company car or car allowance
- OTE/ Commission
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts

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