Sundridge Search
Recruitment Consultants

https://www.sundridgesearch.com/job/atex-lighting/

ATEX Lighting Regional Sales Manager (£40000 – £45000 basic plus benefits)

Description

Our client are a global technology leader for Hazardous Area Lighting. They manufacture a full range of globally certified ATEX Lighting to provide a solution for any application where there is risk of an explosion. Our client have an unparalleled background as a world leader in lighting for security and safety, with over half a million products currently in service. All our client products are ISO9001 and IS014001 certified. They distribute to over 70 countries world-wide and have been installed in some of the most challenging environments from the Arctic Circle to the Jungles of Borneo. Our client are searching for a Scotland based Regional Sales Manager. An ideal location for the role is Aberdeen but our client will consider any candidate located in Scotland.

Responsibilities

- Identify, pursue and deliver new sales revenue opportunities
- Maximise
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- Maximising
- Developing strategic plans and sales strategies to maximize revenue from existing customers, new customers and markets
- Identifying key new customers, market opportunities and routes to market. (Including who to target and why)
- Monitoring and reviewing commercial trends to determine the best markets and prospects to target
- Translate industry trends and market / competitor developments into new business opportunities
- Prepare and make presentations to and negotiate with prospective customers – understanding their requirements
- Develop new contacts and relationships in key target sectors
- Prepare a business plan that clearly identifies goals and objectives
- Include SWOT (internal strengths & weaknesses, external threats & opportunities) to match internal capability with external opportunity
- Attending workshops, trade shows, and seminars to keep up-to-date on changes in the industry and to build relationships and effective routes to market
- Working across internal departments and with external partners (i.e. sales, marketing, production, technical, agents, distributors) to achieve new business targets
- Assisting in the development of a strategic plan for the future of the business
- Manage current and develop new strategic relationships and alliances with other, third-party companies
- Develop a pipeline of prospects, outlining confidence levels, anticipated revenues and profitability
- Build pipeline activity into the CRM system
- Adopt a team approach with sales and marketing colleagues to coordinate

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Oil & Gas

Job Location
United Kingdom, Scotland (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
£ 40000 - £ 45000 - £ Plus OTE

Date posted
November 22, 2026

new business opportunities efficiently & effectively
- Assist with regular review of pricing to meet revenue and profitability goal
- Deliver a monthly revenue forecast and report for New Business Development activities
- Develop sales tools and collateral to support activities

Qualifications
Candidates must have ATEX Lighting or ATEX electrical solution sales experience

Job Benefits

- £40000 to £45000 basic salary
- Company car or car allowance
- OTE (£6000)
- Pension (5% vs 5%)
- Home office allowance
- Laptop & phone

Contacts
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