Sundridge Search
Recruitment Consultants

https://www.sundridgesearch.com/job/bursting-discs/

Bursting Discs European Sales Manager (£75000 – £85000 basic plus benefits)

Description

Our Client is a UK supplier of Bursting Discs, Bursting Panels, Explosion Discs & Flame Arresters. They are looking to strengthen their European sales team with a European focused Sales Manager. The ability to speak German is essential for this position and the candidate must be based near a major airport in the United Kingdom (Heathrow, Gatwick, Edinburgh, Birmingham, Manchester etc) as there will be international travel.

You will be expected to manage customer accounts in the region. This will be achieved by regular client visits and execution of customer plans. Sales reports and contribution to the company's customer contact system are expected. There will be participation in sales campaigns, exhibitions and conferences. The successful candidate will be constantly considering and developing sales strategy for the region.

Responsibilities

- Excellent communication skills both written and spoken
- Ability to work on own initiative but to be also a team player
- Working in a complex environment
- Strong ability to influence
- Responsible for all aspects of account management
- Sales and marketing efforts
- Work with product management to develop new products
- New Business Development
- Key Account Management
- Negotiation with clients
- Effective diary management & appointment planning

Qualifications

Candidates must have Bursting Discs, Bursting Panels, Explosion Discs, Flame Arrester or valve sales experience. The ability to speak German is essential and a mechanical related qualification will be advantageous but is not essential.

Job Benefits

- £75000 to £85000 basic salary plus benefits
- Company car or car allowance (value £500 to £550 per month)
- OTE (Uncapped)
- Pension (5% vs 5%)
- Health Care
- Home office allowance
- Laptop & phone

Contacts

info@sundridgesearch.com

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Hazardous, Process, Oil & Gas

Job Location
United Kingdom (based anywhere)

Working Hours
Contracted hours are Monday to Friday 0830 to 1730

Base Salary
£ 75000 to £ 85000 - £ OTE (Uncapped)

Date posted
January 1, 2026