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Recruitment Consultants

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Filled by Sundridge Search – VACANCY CLOSED – Cable Accessories Technical Services Manager (£65000 – £75000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
March 2023

Industry
Electrical

Job Location
United Kingdom, North England (M62 Corridor) or South East 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
£ 65000 - £75000 - £ Plus OTE

Date posted
January 1, 2022

Description

Our client are a worldwide industrial Group specialising in products and services relating to the transport and distribution of electrical energy. Our client are looking to strengthen their technical/ commercial team by adding a Technical Services Manager.

Despite the job title of the role, the position is a sales position as well as a technical position!

The principal role of the Technical Services Manager is to work closely with both our clients engineering and commercial teams and organise, prepare, facilitate, document and follow up on all topics raised during the 'Engineering Sales Growth Workshops' with our clients UK customer base whilst continuing to build on their strong working relationships.

It will also be a requirement to continue to practice 'Voice of the Customer' whereby you need to listen to what the customer wants and by working alongside other departments, provide technical and commercial product solutions that meet customers' requirements. This will require the need for excellent communication with not only our clients customer base but also with both our clients engineering and commercial teams.

Good product presentation skills are also required both by way of on-site practical demonstrations but also product awareness training by way of classroom powerpoint presentations.

In addition to the above you will be expected to identify new business opportunities/diversification and these could include new markets, growth areas, tends etc and to regularly report these opportunities into Engineering Sales Meetings.

The successful candidate must be based in the South East of England or must be based in North Central England (along the M62 Corridor).

Responsibilities

- To build strong working relationships with new customers, gauging their needs and developing proposals to address them
- To maintain and further develop relationships with the current customer base in the UK, Europe and worldwide
- To identify new business opportunities, including new markets, new customers and partnerships
- To frequently visit existing and/or new customers by way of the organisation and implementation of on-site 'Engineering Sales Growth Workshops'
- To demonstrate existing and new products to new and existing customers
- To attend Electricity Supply Industry (ESI) conferences/ seminars and

industry events to maintain customer relationships whilst being aware of business and competitors trends/ products
- To have a strong understanding and knowledge of the UK and our clients products and services, it's competition and relative positioning
- To manage and product train the technical services team
- To collaborate with the UK product design and sales teams to ensure that customer requirements and company targets are met
- Frequent national and international travel is a requirement
- To research and identify new business opportunities/ diversification – including new markets, growth areas, trends etc

Qualifications

- A good mechanical and/or electrical engineering qualification is essential
- Work experience in a sales or customer-facing role is highly desirable
- A good knowledge of the UK Electricity Supply Industry on both underground and overhead LV (1kV) and MV (11kV) networks
- Solid IT skills and knowledge of necessary software applications including Microsoft Word, Excel and in PowerPoint
- Technically astute, understand propose products or solutions by focusing on the customer's requirements
- A strategic and creative mind
- Strong leadership qualities/ customer support engineers
- Excellent customer service skills by phone, email and 'face to face' meetings
- Ability to present products to new and existing customers by way of product installation demonstration and/or PowerPoint presentations
- Strong communication and presentation skills
- Excellent time management skills and the ability to multi-task
- Strong organisational skills

Job Benefits

- £65000 to £75000 basic salary
- Company car or car allowance
- OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts

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