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Recruitment Consultants

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Rail HV Electrical Technical Sales Manager (£65000 – £75000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Rail

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
£ 50000 - £60000 - £ Plus OTE/ Profit Share

Date posted
September 21, 2025

Description

Our client specialises in the supply of HV Rail Equipment. The philosophy is to represent and sell products from a first class manufacturer. Expanding sales activities for our client, we are looking for a Technical Sales Manager.

The ideal candidate will be based anywhere in the UK. Our client offers the opportunity to work in an entrepreneurial environment being part of developing their business further!

Responsibilities

- Dealing with enquiries of existing and new customers
  - Managing enquiries
  - Offering incl. liaising with factories on technical requirements, pricing and lead times
  - Closing contracts
- Analysing the Rail market and building up new sales channels
  - Managing Prequalification process
    - Clarifying technical requirements, completing prequalification documents
  - Managing tender process
    - Analysing Tender documents
    - Clarifying technical requirements with factories
    - Preparing offer documents
    - Enquiring prices from the factories
    - Calculating prices
    - Negotiating contracts
- Identify new potential markets to develop further factory relationships.
  - Always open to develop new product ranges
- The territory will incorporate the whole of the country

Qualifications

Candidates must have HV Rail electrical sales experience

Job Benefits

- £65000 to £75000 basic salary
- Company car or car allowance
- OTE
- Pension

Contacts

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