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Recruitment Consultants

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Filled by Sundridge Search – VACANCY CLOSED – x2 Bare Conductors Technical Sales Manager (£50000 – £60000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
2020 & 2024

Industry
Electrical

Job Location
United Kingdom, North West 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/ Profit Share

Date posted
January 1, 2022

Description

Our client specialises in the supply of bare conductors, (for both overhead and earthing purposes), cables and accessories for the energy industry. The philosophy is to represent and sell products from first class European manufacturers in the different product categories into the UK and Ireland. The scope of supply covers a wide range of electrical equipment with a focus on overhead conductors, power cables and associated accessories. Our client was founded by individuals with extensive experience in the UK and European energy sector. This experience, together with a supplier base as outlined above enables the company to provide excellent service to customers. The stock in the companies UK warehouse supports the operation and affects short delivery times on common and fast moving products. To expand sales activities for our client, we are looking for a Technical Sales Manager.

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

Responsibilities

- Majority of time will be spent selling a wide range of products for the electrical network (e.g. Energy Cables, OHL Conductors, Cable Tiles, Connectors, Stay wire, Insulators, Cable Accessories) to electrical utility companies (e.g. WPD,SPEN, SSE), major electrical contractors (e.g. Omexom, Balfour Beatty, etc.) and electrical distributors
- Dealing with enquiries of existing and new customers (e.g. Western Power, SPEN; SSE, UKPN, NPG)
    - Managing enquiries
    - Offering incl. liaising with factories on technical requirements, pricing and lead times
    - Closing contracts
- Analysing the IDNO and ICP market and building up new sales channels
- Managing framework enquiries from UK DNOs
    - 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
- Product approvals among UK DNO for existing and new product ranges
- 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 DNO/ Bare Conductors sales experience

Job Benefits

- £50000 to £60000 basic salary
- Company car (BMW 330e on the clients fleet) or car allowance
- OTE/ Profit Share
- Pension

Contacts

info@sundridgesearch.com