Sundridge Search
Recruitment Consultants

https://www.sundridgesearch.com/job/human-machine-interface/

Filled by Sundridge Search – VACANCY CLOSED – Human Machine Interface Account Manager (£35000 – £45000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
April 2020

Industry
Electronics

Job Location
United Kingdom, South

Working Hours
Contracted hours are Monday to Friday 0830 to 1730

Base Salary
£ 35000 - £ 45000 - £ Commission uncapped

Date posted
January 1, 2022

Description

Our client is committed to providing equal opportunities for all persons. This applies to recruitment, training, promotion and all aspects of employment. Our client opposes any form of discrimination which is based on attitudes, be it direct or indirect.

The client is _____

The power products include a range of dc-dc converters and ac-dc power supplies covering a range of power options. As well as a range of general products based at the industrial sector target markets include the Railway and Medical sectors.

The successful candidate needs to meet or exceed sales objectives for the full line of products in a territory defined as the South and West of the UK.

Responsibilities

- Maintain customer relationships in defined territory
- Meet or exceed sales targets; increase market share through achieving maximum sales within existing accounts
- Discover and develop new accounts and customers
- Promote the full product range to all existing and new customers
- Create and work to a personalised sales plan, ensuring it is kept up to date on a monthly basis
- Ensure pipeline reporting is kept up to date on a monthly basis
- Make the required number of customer visits, as defined by sales plan, ensuring they are planned efficiently in clusters to make best use of time
- Participate fully in pre- and post-sales customer support
- Assist colleagues in communicating with overseas suppliers and support UK supplier visits
- Participate in sales meetings, exhibitions and trade shows
- Continually expand product and application knowledge and keep abreast of competition, competitive issues, products and markets
- Work with the Marketing team to increase sales through targeting current customers and identifying and exploiting new markets
- Maintain customer details in CRM system, ensuring contact details and activities are accurate and kept up to date at all times
- Communicate competitive information to the Product Manager and Marketing team

Qualifications

- Higher level education (apprenticeship, HNC/Degree) in electronic engineering
- Full driving licence
- _____

- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]
- [illegible]

Job Benefits

- £35000 – £45000 salary per annum
- £10,000 commission based on reaching 100% sales target
- Commission uncapped
- Commission guaranteed for 3 months
- £3,000 bonus on reaching 100% sales target
- Car (may be from Fleet)
- Life Assurance at 3x basic salary
- 3 month probation period, then:
    - Private Medical Insurance for employee
    - Pension (Employer contribution of 6% IF employee pays 2%)

Contacts

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