Sundridge Search
Recruitment Consultants

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# Filled by Sundridge Search – VACANCY CLOSED – Compressors General Manager (£80000 – £90000 basic plus benefits)

**Hiring organization**
Sundridge Search

**Employment Type**
Full-time

**Beginning of employment**
November 2020

**Industry**
Industrial Gases

**Job Location**
United Kingdom (based anywhere)

**Working Hours**
Contracted hours are Monday to Friday 08:00 – 17:00

**Base Salary**
£ 80000 to £ 90000 - £ Plus a minimum of 20% of basic salary

**Date posted**
January 1, 2022

## Description

Our client is a global manufacture of Compressed Air capital machinery. Today they are recognised world leaders in the Compressed Air field and are asked for/ recommended extensively in the sector. Our client is looking for a General Manager to join their team. The successful candidate will be creating and developing on-going commercial relationships with contacts.

The primary goal of the role will be to achieve and exceed sales targets. In line with the business strategy the role will involve working alongside internal cross-functional teams, OEM and third-party equipment suppliers and partners to deliver projects that meet customer satisfaction, sales growth and success.

Our client delivers system design, installation and servicing of systems for a wide range of industrial processes in sectors as diverse as electronics, metal-fabrication, food processing & packaging and 3D printing. They are a hugely successful global enterprise and one of the fastest-growing manufacturing businesses, with over a decade of sustained high growth and an international footprint.

## Responsibilities

- Identifying opportunities and prioritising growth areas
- Full P&L
- Providing sales advice and support for both resellers and direct customers in the UK and Ireland, to assist them in specifying and purchasing correct system to meet their needs
- Working alongside a cross-functional team, including technical architect, project and product managers and service delivery functions to ensure both commercial and overall project success
- Traveling as required to support the business including end user sales visits, training, partner and distributor interaction

## Qualifications

Educated to HND/Bachelor's degree level is preferred, you will have significant track record in a similar role within industrial gases / on-site gas generation / air compressor and associated industries. Your experience will also include project-based and capital expenditure-based selling. Commercially astute and with robust customer-focus, you're a first-class communicator, influencer and relationship-builder who works collaboratively and shares information to drive success.

## Job Benefits

- £80000 to £90000 basic salary plus benefits
- Company car
- OTE (20% of basic salary)
- Pension (5% vs 5%)
- Health Care

- Home office allowance, laptop & phone

**Contacts**
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