Sundridge Search
Recruitment Consultants

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Filled by Sundridge Search – VACANCY CLOSED – OEM HVAC National Sales Manager (£50000 – £60000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
HVAC

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 20% of basic salary

Date posted
January 1, 2022

Description

Our client designs and manufactures highly efficient AC and EC motors, motorised impellers and fans for the residential and commercial HVAC manufacturing markets worldwide.

They understand the ever-changing market, therefore offer customised product solutions to meet their clients exact needs. With over 50 years experience developing and manufacturing products, our client sell over 1 million units per year and manufacture from two production sites in the UK.

The successful candidate can be based anywhere in the UK

Responsibilities

- Reporting to the UK General Manager, you are a member of the commercial Management Team with responsibility for primarily Business Development as well as Account Management in the UK
- The development and delivery of profitable sales within the UK HVAC market for our clients leading range of OEM HVAC products.
- Ultimately, you will take responsibility for Identifying, developing and managing Sales and Profitability of the companies' full product range in target export product.
- Identify, develop and manage new opportunities for profitable sales of the companies' EC Motor platform in conjunction with Marketing. This is a well-researched market where relationships exist, with significant potential.
- Account Manage newly secured customers maximising profitable sales over time in line with agreed budgets and targets by being responsive and offering timely service levels that meet expectations.
- Develop profitable sales of the companies' wider product range within agreed export product markets.
- Identify & develop new customer opportunities in new/ existing markets with whom you can build strong, profitable sales with.
- Build strong personal relationships within your customer base.
- Supply the business with market intelligence and be proactive in identifying opportunities to develop new/ specific products to exploit opportunities.
- Develop knowledge of Competitor activity as well as understanding the key drivers affecting our clients target markets such as technology, legislation etc.
- Professionally represent the company in all appropriate business activity such as exhibitions.
- Communicate effectively within the framework of the Sales Operation and with colleagues at Head Office.
- Work effectively within the parameters of the companies' general procedures.

Qualifications

- We expect the successful candidate would have good planning & organisational skills and be a people person that ensures the development of positive relationships, supported by good communication skills, both verbal & written.
- A strong customer focussed attitude is important with good commercial awareness & presentation skills.
- Time management & delivering commitments should also be a key attribute.
- An ability to understand the technical aspects of the companies' product range quickly is important.
- It would be advantageous if the successful candidate had experience of the companies' products or the markets the company sells into and was further educated in either commercial or engineering disciplines.
- Good experience in using Microsoft Office is also expected.

Job Benefits

- £50000 to £60000 basic salary
- Company car or car allowance
- OTE (20% of basic salary)
- Pension
- Home office allowance, Laptop & phone

Contacts
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