Sundridge Search
Recruitment Consultants

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Filled by Sundridge Search – VACANCY CLOSED – x3 Power Supplies Sales Development Managers (£40000 – £70000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
2020, 2022 & 2023

Industry
Power Electronics

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
£ 40000 - £70000 - £ Plus OTE

Date posted
January 1, 2022

Description

Our client offer custom, cost-effective power solutions to help their customers fulfil their project. With a wealth of technology expertise, our client can provide expert technical support and guidance at every stage of their customers design.

Working closely with world-leading suppliers, our client act as a design partner, working with customers on their design challenges and helping their customers make informed product decisions that are most suitable for their application.

Our clients team of technical experts are able to guide customers through the design process, product options and selection, technology integration and manufacturing, including prototyping and production samples.

Our client is looking for a UK Power Sales Development Manager to sell power supplies across the entire UK. The prospective candidate can be based anywhere in the UK and their responsibility is to drive and develop the Power Group business for sustainable and profitable sales aligned to strategic objectives with particular emphasis on growth.

Responsibilities

Sales and Market development

- Working with the sales teams in developing new, profitable business within the identified accounts and new targeted businesses
- Work with the appropriate sales groups to identify the growth markets within the UK where the portfolio has a good fit currently and new emergent technologies.
- Identify (and where appropriate develop) the product offer for the assigned franchises for that market
- Identify the target customer base within the market (new and existing)
- Provide technical product support to both internal & field based sales staff
- Assist the relevant sales team/ resources in specific projects to grow market share within the communications division
- Work with all key franchises within the division to provide a consultative approach to selling and delivering solutions
- Identify new business opportunities across the complete technologies offered by the group for related markets / and or customers-X sell leverage

Marketing development

- Work with Group Marketing to develop marketing programmes and content to maximise the market opportunities
- Drive lead generation activities from identification to conversion
- Web evangelist for product and market areas

Product development

- Within the assigned franchises, identify the push / lead products for the markets targeted by the company
- Develop and implement the sales plan(s) for the assigned franchise group
- For the markets targeted by the company identify gaps in our current product offering whilst identifying possible new customer requirements
- A particular focus on our clients internal value added manufacturing facilities in UK / and or off-shore with group alike.

Supplier management

- Work with the local supplier representatives for the assigned franchise group to develop target account lists and ensure our client are the preferred channel for these accounts
- Negotiate special pricing within the assigned franchise base as required
- Develop strong relationships with key franchise partners
- Manage the design pipelines for all key suppliers on a monthly basis and report accordingly to the senior management group/ Manager
- Pay particular emphasis on reporting this key data to our clients suppliers where appropriate and fulfil any reporting structure/ detail as required.
- Keep regular contact with suppliers and report any on-going or future need required to fully exploit our clients supplier relationship to meet both tactical / strategic objectives.
- _____the _____

Integrate this approach with our clients UK based manufacturing capabilities including configurable power supply solutions.

Qualifications

- Knowledge of UK Power Market for power supply solutions with particular emphasis on strategic markets in the Military, Aerospace, Railway & Medical sectors.
- Effective knowledge of Sales & Product Management techniques and associated reporting.
- _____
- Excellent analytical skills
- Excellent verbal and written communication skills
- Proven commercial acumen
- Ability to build and maintain good internal and external relationships
- _____
- Self-motivated – enthusiasm and drive to succeed based on results
- Customer and sales focused
- Accuracy and attention to detail
- Ability to work as part of a team as well as on an individual basis
- Ability to work under pressure and meet objectives
- Entrepreneurial mind set

Job Benefits

- £40000 to £70000 basic salary
- Company car or car allowance
- OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts
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