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Recruitment Consultants

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Telematics Sales Manager (£55000 – £65000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Automotive

Job Location
United Kingdom, England, East or West Midlands

Working Hours
Contracted hours are Monday to Friday 0830 to 1730

Base Salary
£ 55000 to £ 65000 - £ Plus OTE

Date posted
November 22, 2026

Description

A Telematics business are looking for a Sales Manager to join their team. A home-based role with frequent travel to customers, our client is looking for a Sales Manager to service the Midlands. The ideal candidate will need to be used to travel. In order to cover the required area effectively the candidate needs to be based in the Midlands

Our client is expanding aggressively which will offer individuals joining the company the opportunity to spread their wings in terms of career development!

Responsibilities

As a significant member of the team, key duties include, but are not limited to:

- Supporting company with searching for prospective customers, seeking out opportunities and developing relationships and increasing business
- Technical support of customers
- Keeping professional relationship with current customers
- Undertaking research to gather intelligence in the market place
- Ensuring alignment with the overall strategy, create and develop the business portfolio with the aim of defining premium price position & product knowledge (client vs competitors).
- Providing training and technical advice to the sales team, along with providing support in the closure of negotiations
- This role will also involve representing our client at both internal and external customer events

Qualifications & Aptitude

- A good level of general education
- Background and proven record in the Telematics market Sales & Technical business, with a strong sales ethos
- Telematics Business Experience
- Excellent presentation skills
- Flexible approach to work and able to work under pressure
- Able to demonstrate sound financial acumen (eg P&L, GM% etc).
- Ability to organise workload, be self-motivated to ensure deadlines are achieved
- Ability to work alone on own initiative and as part of a team
- Excellent communication skills, able to successfully negotiate and influence at a senior level
- Able to develop and maintain strong relationships
- Good IT knowledge and skills, to include Excel
- Able to drive with full driving license
- Flexibility to travel and stay overnight

Job Benefits

- £55000 to £65000 basic salary plus benefits
- Company car or car allowance
- OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts
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