Sundridge Search
Recruitment Consultants

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Filled by Sundridge Search – VACANCY CLOSED – x2 Farm Tyre Commercial and Technical Managers (£55000 – £100000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
2020 & 2023

Industry
Automotive

Job Location
United Kingdom, France, Benelux, Scandinavia (based anywhere)

Working Hours
Contracted hours are Monday to Friday 0830 to 1730

Base Salary
£ 55000 to £100000 - £ Plus OTE

Date posted
January 1, 2022

Description

A manufacturer of Tyres are looking for a Commercial & Technical Manager to join their sales team. A home-based role with frequent travel to customers, our client is looking for a Commercial & Technical Manager to service Western & Eastern Europe. The ideal candidate will need to be used to international travel. In order to cover the required area effectively the candidate needs to be based in the UK, France or Benelux. Candidate based near a major airport in the United Kingdom, France or Benelux (Heathrow, Charles de Gaulle, Schiphol, Zaventem etc) are going to gain an advantage, as there will be frequent international travel.

Our client is global and the role is a new role due to expansion. This company 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:

- Being recognised as the Sales specialist within the business for Western & Eastern Europe (U.K, France, Benelux, Denmark, Poland and Eastern countries)
- Supporting company with searching for prospective customers, seeking out opportunities and developing relationships and increasing our client's business
- Technical support of end customers
- Maintenance and updating of technical data
- Keeping professional relationship with our 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
- English is a must
- Background and proven record in the Tyre market Sales & Technical business, with a strong sales ethos
- Experience of B2B sales, preferable Tyre 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 £100000 basic salary plus benefits
- Company car or car allowance
- OTE
- Pension (7% vs 7%)
- Health Care
- Home office allowance
- Laptop & phone

Contacts
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