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Recruitment Consultants

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Biogas Pumps Sales Engineer (£50000 – £60000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Pumps

Job Location
United Kingdom, England (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 OTE

Date posted
December 1, 2023

Description

Our client is a leading manufacturer and exporter of Positive Displacement Pumps ranked amongst Top 10 manufacturers of Progressive Cavity Pumps / Eccentric Screw Pumps. The Company's operations are spread over five continents with facilities in India, UK, USA, Australia and South Africa. Our client is a public listed entity in India with Global Headquarters in India. The Company is currently celebrating its 50 year of successful existence.

The Company established a Sales & Marketing office in the UK over 16 years back along with a warehouse to service the large UK & European market. UK operations have been highly successful in terms of establishing our client as a high quality pump supplier with strong brand acceptability both in UK & European markets (Germany, Norway, Sweden, Belgium, Spain, Italy, Eastern Europe, etc.) Their UK entity has a highly energetic and qualified team, many of which have their service spanning more than 10 years in the Organization.

In order to enhance their footprint in continental Europe, last year the company started the operations in Germany with a warehouse facility and has built a dedicated team.

We are looking for a candidate based in England capable of establishing our client as a dominant player in the field of PD pumps and establishing them as a major player in the field of PC Pumps & retrofit business.

The successful candidate will have tremendous opportunity for career growth and will be benfitted with the growth of business vertical as being planned.

Responsibilities

- Developing new business in England which is a very large market attaining year on year targets – target for 1st 3 years will be set out, which will be a mix existing customers and larger portion will come new customers (mainly new business development)
- Visit key customers and prospects to personally build relationships, explore opportunities, and proactively solicit enquiries and orders
- Penetrate all major sectors in the territory to develop customers through the spectrum of industries. Increase OEM base in the territory
- Perform all key activities relating to Sales & Marketing for the target market such as quotation, pricing, margins.
- Generate and monitor all Sales leads.
- Track the upcoming projects in the territory and keep close watch at the contractors level. Make presentations to the consultants for introducing products and getting the brand specified.
- Capable of handling and growing Business quite independently which involves strengthening dealer network

Qualifications

- Self-motivated Energetic sales engineer
- A techno-commercial professional, hands on experience of sales & marketing of PD pumps or pumps in general – preferably PC pumps & retrofit business.
- Strong sales & marketing knowledge for such business segment /territory including network of dealers/ distributors with 10 to 15 years of field sales experience
- Very well versed about South England territory which is the focus market
- Should possess leadership qualities to achieve the targeted business growth.
- Preferably should have the knowledge and experience in sales of PD pumps or pumps in general – preferably PC Pumps
- Successful Sales background to develop and grow the business with a proven track record.
- Having innovative approach, ability to understand prospective needs of the market and develop business opportunities;
- Should have a strong customer base/ good relationships & contacts in the industry and market to be used for business generation and growth;

* Should have ability for the technical presentation and commercial negotiation

- Degree in management with degree of mechanical is highly preferable

- English

Job Benefits

- £50000 to £60000 basic salary
- Company car or car allowance (value: £500 to £550 per month)
- Plus OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

The successful candidate will have tremendous opportunity for career growth and will be benfitted with the growth of business vertical as being planned – performance based bonus/variable earnings alongwith suitable fixed remuneration

Contacts
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