Sundridge Search
Recruitment Consultants

https://www.sundridgesearch.com/job/woodworking-machinery-2/

Filled by Sundridge Search – VACANCY CLOSED – Woodworking Machinery Sales Engineer (£30000 – £40000 basic plus benefits)

Hiring organization
Sundridge Search

Industry
Manufacturing

Job Location
United Kingdom, East Midlands/East Anglia or Yorkshire/Lincolnshire

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
£ 30000 - £40000 - £ Plus a minimum of 20% of basic salary

Date posted
January 1, 2022

Description

Our client are a leading producer of Woodworking Machinery and systems, as well as service provider, for the woodworking industry

Our clients major production centres in Europe boast a record annual production output of over 17,000 machines, supported by the largest distribution network in the industry and an excellent after-sales service.

Product Ranges of Interest include –

- CNC Machining Centres
- CNC Machining Centres for routing and drilling
- CNC Nesting Machining Centres for routing and drilling
- CNC Machining Centres for chair and desk components
- CNC Machining Centres for drilling, routing and edgebanding
- Edge banders, sizing edge banders
- Beam saws
- Drilling solutions
- Automation systems
- Systems for timber construction
- Throughfeed moulders
- Systems for windows and doors
- Profiling machines and double-end tenoners
- Wide belt sanders
- Finishing systems
- Presses
- Assembly
- Packaging
- Tenoners, Mortisers, Double sided shapers

Our client are searching for a candidate based in the East Midlands/East Anglia or Yorkshire/Lincolnshire.

Responsibilities

Scope: He or she will be responsible for developing the sales relationship with allocated prospects across the area.

Responsibilities:

1. To develop sales to a portfolio of prospective customers in the assigned

counties;
2. To sell the products as provided by the company to potential accounts in the assigned area;
3. To organise and plan visits in order to develop and maintain account's relations;
4. To analyse customer needs and to bring solutions;
5. To aid demonstrations of products and to give information/advice;
6. To work with catalogue and appointments (when appropriate);
7. To fulfil administration as requested by the company (e.g. purchasing order, daily/weekly sales records, customer records, credit management);
8. To ensure achievement of personal sales targets: to grow average order value, margins, frequency of orders, number of quotations produced, closing ratio;
9. To work together and exchange regularly customer data and information with inside sales support, other salesmen and sales management in order to develop new strategies, to ensure excellent service to the customer, and to contribute ideas for improvement;
10. To ensure our client is always an early bidder and perceived as a leading provider.

Performance indicators: Sales by BU, Consolidated Margins, New Accounts Machinery Sales, CRM/activity levels

Qualifications

Proven record of accomplishment of sales of woodworking capital equipment.

Previous job experience: Engineering background desirable but not essential. You will be a good industrial/technical salesperson and must have sold capital equipment. Experience of the furniture and solid wood manufacturing industry processes is a must. The company is happy to look at someone from woodworking manufacturing.

Skills:

1. Customer processes/applications
2. Technical capabilities/understanding
3. Energy/Dynamicity/Dedication/Ready to deliver big efforts
4. Drive/Personal impact/Assertiveness
5. Time management
6. Meeting customer needs
7. Effective communication skills
    - Interpersonal
    - Presentation
    - Negotiation
    - Software tools (Word, Excel, Power Point,…
8. Empathy
9. Active listening
10. Willingness to learn/eagerness to learn
11. Optimism
12. Flexibility

Languages: Good English, both oral and written

Job Benefits

Fix annual gross salary : 30-40K£ Basic + Commission on sales with consolidated potential in excess of 20k£

Variable annual gross salary: Bonus circa 15% of Basic salary (Performance Bonus Scheme base 5k£)

Benefits: phone, pc, car, Health Care cash scheme, Statutory Company Pension (including Salary Sacrifice)

Contacts
info@sundridgesearch.com