

EXPORT SALES MANAGER

REF: 0581

Our client is a progressive and market leading business, supplying a range of products to the waste recycling sector globally.

The company now wish to appoint an experienced Export Sales Manager who has a proven track record of working with/building distributor channels and securing high value contracts in competitive global markets.

JOB PURPOSE

Reporting to the Managing Director, the Export Sales Manager will develop, manage and support a global distributor network to increase sales revenues and establish the brand worldwide. The person appointed will work closely with distributors to help sell/market products, including at trade events and open days, as well as manage finance arrangements/payments. The role will require global travel to build strong and lasting business relationships.

Responsibilities:

1. To develop and grow a global distributor network - set, monitor and achieve sales targets with established and respected in-country distributors.
2. To work with the Senior Management Team to further develop the sales strategy for the business which will include Key Account Management & Distributor channel sales
3. To identify and secure new opportunities within existing markets as well as new markets such as USA, Europe and Asia.
4. Present a realistic and accurate picture of potential sales growth.
5. Work with Design Team to develop tailored technical solutions to meet customer needs and present in the form of professional proposals.
6. Develop a strong team culture through engagement, encouragement and challenging business targets/goals
7. Manage the customer base to deliver first class account management with regular review meetings even after the sale is complete with a view to generating repeat business.
8. Ensure that all accounts have a clear understanding of the product portfolio and pricing structure and to deliver value-added solutions based on customer's business needs.
9. Liaise with internal support functions to ensure the smooth management of the administration process including financial management of sales/customer accounts.
10. Set, manage and participate in management meetings to provide updates on sales pipeline, market conditions and achievements to date versus sales forecast.

11. To build strong and lasting customer relationships via in-country meetings as and when required.

12. Conduct market research to identify new opportunities/partners and travel as required to meet with existing and new distributors.

Essential Criteria

- Strong background of sales/dealer management (5+ years) in an equipment/heavy engineering sector
- Proven and extensive international sales experience – generating sales leads and converting these into sales orders
- Working within an organisation with a £10M + turnover
- Well-presented self-starter, highly organised with the desire to succeed
- Dynamic, strategic, relationship builder
- Excellent communication, negotiating and leadership skills
- Full Clean Driving License

To apply to this position, please click the link or send your CV to Con Gallagher con@spectrumes.co.uk

Desirable criteria may be used for shortlisting. The Company reserves the right to vary criteria at the shortlisting stage.

Spectrum Employment Solutions is an equal opportunities employer and welcomes applicants from all backgrounds.

DATA PROTECTION

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