

EXPORT SALES MANAGER

JOB REF: 0710

Our client delivers innovative recycling solutions to any business in the waste processing industry on a global level. With year on year growth and with the drive and enthusiasm to build on this, they now wish to recruit a high-performing person as Export Sales Manager.

Job Purpose

As an Export Sales Manager, you will assume responsibility for the international sales function within your territory. You'll create, develop and manage distribution channels focusing on opportunities that get results. Dealer Development will be a major focus of the role. This is very much a hands-on role where research, market analysis and dealer management are fundamental to success.

Responsibilities:

- Manage existing dealers effectively.
- Establish and maintain customer base for sales within an agreed territory.
- Identify new dealers for territories and market segments.
- Manage sales and forecasting for the territory and secure orders according to the sales target.
- Attend and coordinate seminars, product demos and other sales activities as required.
- Visit customers and dealers on a regular basis as determined by the dealer development plan.
- Make presentations to end-user customers and key accounts.
- Coordinate sales training for the dealer sales team.
- Assist dealers with business planning and development of forecasts.
- Attend trade shows, coordinating business development and sales activities with customers and contacts.
- Must have a basic knowledge of waste processing and incorporate the principles in regional dealer development strategy.
- Perform other duties as assigned that support the overall objective of the business.

Person Specification

- Degree in Business or Engineering, or the experience to substitute for formal education
- Knowledge of the principles and practices involved in new business development, product marketing and sales.
- Strong interpersonal and communication skills to build relationships, prepare and deliver formal presentations as well as negotiate sales.
- Ability to communicate and interact with team members and outside visitors at all levels and from a range of cultures.
- Advanced written communication skills to prepare proposals and business correspondence.
- Well-developed problem-solving skills to develop sales strategies.
- Demonstrate techniques of prospecting, closing techniques and dealer development.
- Extensive travel will be necessary, generally 50% travel - 50% office based.
- The ideal candidate will have a strong track record of success in a similar role, having worked in a similar position with a global manufacturing company
- Experience of recycling or material processing capital equipment is desirable.
- The ability to multi-task, work unsupervised and prioritise own time and activities.
- Proficient in Word, Excel, Outlook and PowerPoint.
- Experience using a CRM such as Hubspot.
- A second language would be beneficial but not essential.
- Ability to work under pressure.

Contact Con Gallagher on 028 8676 0044 for a confidential chat or submit your CV via the link.

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

SPECTRUM EMPLOYMENT SOLUTIONS comply with the General Data Protection Regulations (GDPR) and collects, processes and stores all personal data solely for the purpose of finding applicants suitable employment opportunities. By submitting your personal details (CV) to us, you are giving us consent to process and store your data for this purpose. We only share your personal data with third party processors and with potential employers who are essential for us in providing this service.