



JOB VACANCY

Position:	Technical Sales Manager
Reporting To:	Managing Director
Responsible For:	UK Based Sales Team

The Company

IK-UK provides standard pigging products and isolation tools, and also tailored solutions using 3D Inventor design technology. It also operates a brand new hire fleet of fully certified weld testers, high pressure test plugs and isolation tools.

Purpose

The Technical Sales Manager (TSM), based in Newton Aycliffe will report directly to the Managing Director as part of the Senior Management Team. As TSM, you will be responsible for developing new business, motivating a small sales team and delivering a sales strategy for the region.

You will also be required to make effective use of current electronic systems and processes to ensure they are used to their full potential.

Primary Job Responsibilities Include but are not limited to;

- Creating and delivering a sales strategy for the region and contributing to global plan
- Fundamental role in developing new business within Pipeline Pigging and plugging products and services
- Providing vision, direction and leadership for sales
- Lead the Sales Team to generate and develop business throughout Europe and globally.
- Deliver sales targets and drive the company's ambitions for growth while maintaining the highest level of customer satisfaction
- Develop and manage client relationships with existing and new customers using the Company CRM database, identifying key decision makers
- Manage the preparation of quotations, handling clarification requests and negotiating terms as appropriate for both product sales and equipment rentals



- Develop a thorough knowledge of the market, solutions and services offered by the Company, and competitors
- Propose new product development driven by client demand and/or feedback
- Delegate geographical or key client responsibilities to the UK based Sales Team
- Process client orders and liaise with UK based Sales, Production and Technical Support Departments to ensure that client requirements are addressed appropriately
- Assist in the preparation of monthly reports, sales forecasts, market research and analysis and specific reports related to sales for the region
- Suggest suitable promotional activities for Company participation in the region including events, seminars or conferences
- Plan and manage budget for UK based Sales Team
- Recruitment and mentoring of new Sales Engineers as required

Qualifications and Experience

- Strong Technical ability and experience, preferably in Pigging and Plugging.
- Knowledge of preparing sales strategies, forecasts and reports
- Engineering and/or technical sales background preferably within Pipeline pre-commissioning, pigging and plugging products.
- Experience of ERP systems, preferably NAV.
- Full clean driving licence

Skills

- Ability to inspire, motivate and lead a team
- Excellent communication skills, both written and verbal
- Customer focussed with excellent networking skills
- Have strong work ethic and ability to work alone without close supervision
- Be analytical and methodical in your approach to problems
- Be creative and innovative
- Able to work calmly under pressure
- Be motivated and results driven
- Able to act quickly and decisively
- Have good IT skills including Word, Excel and PowerPoint
- Willing to travel extensively within the region and occasionally beyond



If you have a proven technical sales background and looking for your next move, please apply by sending your CV and covering letter to Frances Wood at fw@online-electronics.com

For more information on IK –UK Ltd, please visit our website <http://ik-worldwide.com>