

Head of Sales - UK & EMEA

REPORTING TO: TMS UK Vice President & General Manager
LOCATION: Office location flexible with travel to sites

Teledyne Defence & Space are looking for a key individual to join them as Head of Sales for UK and EMEA.

The successful candidate will be responsible for leading a UK and European sales team delivering revenue growth in defence and security market areas, as part of a larger organisation with wide ranging capabilities, opportunities to progress large accounts and manage exciting new opportunities.

There will be a secondary (dotted) line report to the Vice President TDE Business Development for Sales effectiveness

The key growth focus will be two-fold:

To expand our sales to existing customers / markets / applications; and to achieve new business wins, acquiring new customers in market segments and applications as identified in the strategic plan.

Main responsibilities for this role are:

- Leading a UK and European sales team delivering revenue growth in core market areas
- Achieve new business wins
- Acquiring new customers in market segments and applications as identified in the strategic plan
- Finding and attracting new business opportunities to sell to both new and existing customers, driving the sales team to do the same
- Leading the sales activities in the UK and EMEA markets directly with customers
- Leading by example ensuring compliance to all Teledyne processes
- Actively seeking and researching new opportunities
- Directly contacting existing and new customers and their end user community and understanding decision making chains in large organisations

The successful candidate will be able to satisfy the following requirements:

- Proven experience with a variety of different types of customers in Aerospace, Defence and Security markets with an existing network of relationships with the key players in these markets
- Extensive experience in the Sales or Business development of technology devices and solutions
- Excellent Customer Focus: demonstrating a strong capacity to communicate, build relationships at the Executive levels and develop compelling proposals
- Background and understanding of electronics &/or electronics engineering
- Excellent spoken and written communication skills along with the ability to work with all levels within the customer and internal organization
- Strong presentation skills
- In-depth experience in multicultural international teamwork.
- Ability to travel over 50% of the time
- Experience in managing a global team of sales people
- UK citizen with at least SC level security clearance or the ability to be cleared to this level
- Full UK driving licence
- A strong understanding of business culture and required business acumen when working with customers
- Desire to contribute to the overall company growth plan and profit targets

How to apply:

Please forward your CV to Janette Pattison, Recruitment Manager, Teledyne Defence & Space, Airedale House, Acorn Park, Shipley, West Yorkshire BD17 7SW or via email: janette.pattison@teledyne.com