

Sales Manager

DEPARTMENT: Sales & Marketing

REPORTING TO: Vice President of Sales & Marketing

The Sales Manager (SM) is the front line contact for our customers and is responsible for maximising sales revenues within their existing accounts and assigned market territory; managing the customer relationship processes, utilising professional account management methodologies and developing new business revenue in conjunction with the Business Development function through a variety of sales initiatives.

The role is to adequately service and cover UK & European customer account management and also to support the growth in the business development plan.

Main responsibilities for this role are:

- Recognise and generate new business opportunities with new and existing key accounts
- Manage the assigned territories and customers to deliver ongoing and successful growth of the business
- Provide market intelligence; business development; sales opportunities; propose and implement marketing strategies
- Maintain customer and agent relationships; to visit and host as necessary in order to conduct and finalise commercial negotiations and requirements
- Work closely with Agents setting appropriate targets to maximise sales and business development opportunities
- Ensure that all agent agreements are maintained; renewed or terminated as required
- Forecast future order prospects monthly (monthly, quarterly, yearly rolling format) versus Budget, assist in preparation of annual budgets
- Ensure preparation and submissions of responses to all customer enquiries are completed in an appropriate timescale
- Where applicable, monitoring of classified and ITAR sensitive information that enters and leaves the S&M function is correctly marked, processed and handled per the prevailing company procedures
- Where credit and export documentation is required, ensure correct information is passed to the internal Sales team and the appropriate checks are requested and received in a timely manner
- To promote the company's product and capabilities in the market place
- Identify & recommend appropriate trade exhibitions, corporate events and seminars within the assigned territory
- Maintain sales lead analysis on all territory activities
- As the company representative the Sales Manager must be prepared to give full presentations to customers at the highest level detailing the Company, its products and services

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

- Essential experience in global defence and security sector sales whilst experience in one or more complimentary commercial markets including space, test and measurement and industrial is desired
- Good engineering background and good understanding of microwave techniques/knowledge
- Knowledge and experience of electronics engineering

VACANCY



- Excellent communication and presentation skills
- Confident, self-motivated and ability to work on own initiative
- Ability to work under pressure
- Clean driving license
- Be prepared to travel worldwide
- Qualification (HNC/HND/Degree) in Electronics would be desired
- Candidates must be security clearable

The candidate will be based in Europe covering UK & European customer account management and will travel to the main office location in Shipley, West Yorkshire when required.

How to Apply

Please contact Angela Stalker on +44 (0)1274 535121 for an application form, or send your CV and covering letter to: Angela Stalker, Senior HR Manager, Teledyne Defence & Space, Airedale House, Acorn Park, Shipley BD17 7SW - or via email to angela.stalker@teledyne.com