

Uk & Ireland Sales Manager

Due to the continued growth of our successful specialist pump company based in Peterborough, we are now recruiting for a Sales Manager to join our team. This position will suit a dynamic, energetic and strategic thinker with clear vision and solid networking and communication skills. The role will involve working alongside the existing Sales Director who is looking to retire in the next few years and therefore there will be a very good hand over period and a great opportunity to learn as much as possible from the outgoing Sales Director and for them to progress to be the next Sales Director and a position on the board.

This is a permanent position with a competitive salary, bonus, company car/car allowance + other benefits.

You'll work as a trusted and integral team member responsible for researching and executing new business opportunities and finding new clients, leveraging the company's reputation and growth opportunities to increase revenue from sales.

Your responsibilities will include:

- Forging and maintaining strong relationships with key contacts in new accounts, including visiting client sites across the UK and Ireland when required
- Developing opportunities to grow sales in new and existing markets
- Tender writing and submission
- Maintain accurate and ongoing sales pipeline
- Strategic brainstorming and implementation of new business development initiatives
- Develop and leverage the company's brand and profile
- Assist in developing the business sales and marketing strategy
- Reporting Sales funnels to the Board

You will need:

- proven sales experience in a technical role, preferably in an engineering or pump industry
- a proven ability to plan, develop and execute business development strategies
- experience in risk analysis
- proven ability to develop and implement B2B sales strategies
- an impressive track record in driving sales
- the ability to use and interrogate a CRM system
- excellent negotiation skills
- to be approachable, influential and tenacious
- to be IT literate with the ability to communicate well in writing to compose emails, letters, quotations and proposals
- have a general understanding of pumps or rotating machinery and/or mechanical/electrical/ancillary equipment
- have an understanding of engineering drawings (interpreting information from both parts drawings and detailed dimension drawings).
- CRM experience
- Social Media skills
- Marketing skills
- Commercial awareness

If this sounds like the right position for you, please contact Nick Thompson
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