

Junior Technical Sales Manager – Role Profile

Title	Junior Technical Sales Manager
Reporting to	Sales Director
Purpose of the Role	
<p>You will be responsible for identifying and developing relationships with existing and new prospective customers, maximising business opportunities through the offering of solutions provision, using your technical knowledge and experience (own and colleagues) to provide customers with solutions that meet and exceed their business requirements.</p>	
Key Responsibilities	
<ul style="list-style-type: none"> • To establish, grow and market the sales proposition, ensuring that customer expectations are consistently met. • Maximise profit through the effective sales proposition by driving customer satisfaction through an ethos of innovation, high quality, value, and excellent customer service • Continually foster relationships to ensure that all technically and commercial solutions are achieved. • Develop and maintain key relationships internally, specifically across the projects team to ensure that all solutions meet customer requirements. • Establish and maintain controls ensuring full responsibility throughout the full sales life cycle. • Work with the customer and the business to evaluate engineering change requests, ensuring effective communications are understood by any internal and external stakeholders. • Work in partnership with the business to manage the complete process of lead generation, estimating, quotation and order processing • Work with the Engineering team to develop your own automation knowledge as well as collaborating closely with them to develop new and existing products • Develop a strong technical knowledge to be able to provide and offer guidance to customers • Maintain a significant level of knowledge of general engineering, automation solutions, management of projects and customer satisfaction • Ensure financial controls are established in line with budgetary requirements • Maintain accurate records of all target accounts, opportunities, quotes, project etc. • To keep abreast of sector developments identifying any future opportunities or threats. • Undertake additional responsibilities and tasks as required. 	
Key Skills	
<ul style="list-style-type: none"> • Excellent communication skills with the ability to find, grow and establish key relationships. • Able to obtain cooperation from both internal and external stakeholders • Strong organisational skills, time management and presentation skills with a professional business approach. • Strong commercial awareness with the ability to negotiate confidently with sound commercial skills combined with the ability to understand market pricing • Experience of delivering outstanding customer service • Possess a great understanding of engineering principles and automation solutions. • Ability to manage several projects, with the ability to meet shifting priorities. 	

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| <ul style="list-style-type: none">• AutoCAD knowledge, with ability to read and interpret electrical and mechanical engineering drawings.• Team-player and ability to work on own initiative.• Excellent attention to detail.• Strong IT knowledge, proficient in Microsoft office• Willingness to travel (with requirement for overnight stays) |
| Qualifications |
| <ul style="list-style-type: none">• Minimum HNC qualified in relevant electrical or mechanical engineering discipline• Experience of delivering outstanding customer service• UK Driving Licence |