

Sales Manager – South

We are now hiring for a company that manufactures and distributes engineering plastics throughout the United Kingdom and Ireland. This successful company has big ambitions for the future, and they're looking for an experienced Sales Manager to help them get there. You'll be in charge of designing a sales strategy based on agreed-upon KPIs and overseeing all commercial activities inside the company, including sales, marketing, customer support, proposals, and after-sales.

The Role:

- Creating a sales strategy based on agreed-upon KPIs
- Managing, developing, and growing an internal sales team
- Developing strong client relationships and maintaining a high level of service
- Maintain a consistent level of proactive phone contact with both existing and prospective clients in accordance with KPIs
- Proactively pursue new business from existing accounts.
- Meeting with new and existing customers
- Maintain communication between production and customers in order to respond to general questions about delivery and production in a timely manner

The Person:

- An engineering background with an in-depth understanding of UK plastics or related sectors is required
- Proven sales record and the ability to manage existing accounts while looking for new growth prospects
- Experience in negotiating commercial agreements and communicating value propositions
- Ability to review technical and commercial specifications

Additional Information:

- Hybrid working options
- The salary is flexible; give us a call to learn more!
- Company car, as well as a laptop and smartphone
- Additional benefits are still to be determined, but a full package will be offered

If you feel you have the relevant skills and experience and would like to apply, please email a copy of your CV to amelia@raffertyresourcing.com