



Sales Manager

We are a small innovative engineering Company with a far reaching UK customer base, headquartered in Portland in Dorset. We form part of a small US based listed company and are seeking a seasoned Sales Person whose focus will be on helping us to build our pipeline, capitalise upon the synergies across the Group and sell more into our established customer base: defence, governmental and subsea.

The ideal candidate for the Sales position will be from an engineering background and will have extensive experience in selling technical solutions particularly into the defence, aerospace or subsea sectors and other related industries. Ideally, you should have a strong and proven track record in B2B sales and be able to demonstrate a growth in sales revenue in recent relevant positions. In addition to the primary objectives

- you will help to further define the sales strategy of the business and lead the team in executing against that strategy;
- you will bring your dynamic culture to the Company and focus on bringing professional commercial depth and practice;
- You will lead the Business in achieving the revenue targets agreed;
- you will identify customer requirements and help the Business to meet these requirements;

Skills and Interests

To be the Sales Manager, you will need the following skills or experience:

- Proven New Business Sales experience including establishing new contacts (Required)
- Experience as a Sales Manager
- A solid commercial background (Highly desired)
- Sound judgment and good business sense
- The ability to build relationships with clients quickly
- Excellent communications skills
- Excellent interpersonal skills
- UK Driving Licence.

Qualifications

Proven success as a Sales Manager in one of the above types of company with formal training in:

- Cold Calling skills
- Presentation Techniques
- Negotiation Skills

Academically you should have at least a Bachelor's Degree or equivalent and/or at least 5 years' experience in sales.

The remuneration for this role will consist of a package of basic salary commensurate with experience plus a bonus of paid on achievement of the Company's revenue plan plus benefits.

In the first instance please apply to hr@martechsystems.co.uk

