



Sales Manager

We are a small innovative engineering Company headquartered in Weymouth, with a far reaching UK customer base. We form part of a small US based company listed on the Pink Sheets and are seeking a seasoned Sales Manager whose focus will be on helping us to build our pipeline, capitalize upon the synergies across the Group and sell more into our established customer base: defense, quasi-government and subsea.

This role will report to the Managing Director, and become one of the main drivers of a culture change from technology led to a commercially led Business. It is not essential that this person is based in Weymouth but s/he would have to be prepared to travel to the office regularly and to spend an initial induction period of 4 weeks on site.

The ideal candidate for the Sales Manager position will be in a business where new technology is bringing significant innovation and changing the way client organizations can operate. S/he will have a proven track record in delivering exceptional growth in a similar role in any one of the following types of businesses:

- Technology led;
- Defence/aerospace technology;
- subsea or marine technology;
- An engineering company in transition; or
- A business evolving from a small to a medium size.

In the Sales Manager role and as part of your priorities in the first year of your appointment:

- 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 with the business;
- You will identify customer requirements and help the business to meet these requirements;

Skills and Experience

To be the Sales Manager, you will need the following:

- 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

Qualifications

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

- Cold Calling skills.
- Presentation Techniques
- Bid writing skills
- Negotiation Skills

Academically you must have at least a Bachelor's degree or equivalent and at least 5 years' experience and a demonstrable track record in sales.

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

In the first instance please apply with a copy of you CV and a covering letter to hr@codaoctopus.com

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