



Test, Measurement and Control Solutions for Demanding Applications

Sales Engineer, New Business Development

Martech, part of the Coda Octopus group of companies, based near Weymouth, Dorset, is looking to fill a key SALES position in Engineering Sales and Business Development.

Martech works with a number of leading companies across a diverse range of industries including Defence, Aerospace, Subsea, Automotive and other similarly demanding sectors, designing and manufacturing electronic and electro-mechanical technology to meet exacting requirements. Ours customers include many leading UK and international brands.

Our offerings include:

- Design and manufacture of highly bespoke test solutions including production line and field-test equipment.
- Design and development of new products and technologies to customer briefs with follow on manufacturing.
- Build to print of complex and difficult electronic and electro-mechanical assemblies, to customers' designs.

A knowledge of electronics and/or manufacturing in some of the above or similar industries is essential.

This role is key to the growth of Martech's business and works closely with the wider sales team and Managing Director to find and nurture new opportunities, both within existing markets and our existing customer base, as well as new markets and new customers. The ideal candidate will be a self-starter and will have a technical background and/or a knowledge of markets such as defence, aerospace and subsea, however a proven track record in Sales and Business Development outside these areas is considered to be of value. Based at our offices on Portland, you will be expected to spend a good proportion of your time searching out and developing new leads, whilst also nurturing and growing existing and historic customer relationships. In the longer term (circumstances allowing) you would be expected to spend part of your week out of the office visiting customers.

For the right person with appropriate expertise, there is a potential to become Head of Sales leading the sales process from early BD through to bid submission, customer negotiation and contract award. As part of this process, you

will play a key part in the solution development; working closely with the wider technical team, Commercial Manager and Managing Director to understand the customer's requirements, identify and finesse the proposed technical solution, create precise costings, and produce detailed and compelling bids.

As the Head of Sales, you will be responsible for meeting targets and defining and implementing the overall sales strategy.

A technical background would be a great advantage allowing you to make an active contribution to the end solution, however, we are keen to hear from candidates who do not have a formal technical background but have a solid track record of sales in a similar role.

Key Functions

- Proactively seek out new customers and opportunities
- Secure opportunities to bid for work
- Nurture and maintain customer relationships, old and new
- Identify new markets and sectors for Martech's services
- Help define the sales strategy of the business and actively contribute to its implementation and execution
- Lead on bid development, to ensure that bids and proposals meet the customers' expectations

Key Skills

- Proven track record in sales environment
- The ability to quickly build client relationships
- Experience in promoting complex technical offerings
- Knowledge of defence, aerospace or other related markets
- accomplished in a customer facing role
- A solid commercial background
- Experience of developing bids and tenders
- Sound judgement and good business sense
- Excellent communications skills
- UK Driving Licence
- Eligible for UK defence security clearance

About Martech

To find out more about Martech visit

www.martechsystems.co.uk

Compensation Package commensurate with experience and qualifications.



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