

Recruitment Advertisement

Integra Sales Manager – Welding Alloys UK Ltd



Welding Alloys' unique experience is drawn from more than 50 years of commitment to research and development of specialised products and solutions.

We cover more than 150 countries and territories throughout a network of over 28 subsidiaries and with more than 1000 employees and specialists in different disciplines; we offer unrivalled service solutions globally.

We are the go-to provider of advanced welding consumables, automated equipment for wear protection, and engineered wear solutions. We achieve this through a total commitment to our customers, our people and innovation.

In order to support the growth of sales within the UK and Ireland we are actively seeking an Integra Sales Manager who will report directly to the General Manager of Welding Alloys UK & Ireland.

This is a new and challenging role and the job holder will be accountable for leading and managing sales efforts to develop and secure revenue and market share, and achieve profitable volume growth for Integra services and products for the UK business.

This is an exciting and challenging opportunity and if you feel you have the required skills and experience to drive through tangible targets and results within the UK area of our business, then this could be the role for you.

What we are looking for:

- Someone with demonstrable experience within Sales supported by a background in welding or mechanical engineering or metallurgy;
- Someone who has a good knowledge of and clear understanding of the requirements needed to sell our Integra services and products;
- Someone with the ability to build strong relationships with customers and internal departments in order to achieve sales growth within the Integra division;
- Someone with excellent interpersonal, verbal and written communication skills;
- Someone with good organisational skills with an analytical mind and attention to detail;
- Someone who is commercially aware and can drive through tangible targets and results.

The Role:

- Responsible for achieving and exceeding sales targets assigned including achieving margin and thus maximising profit;
- Promote/sell/secure Integra sales from existing and prospective customers through a relationship-based approach;
- Preparing tenders, proposals and quotations;
- Negotiate and close contracts;
- Provide technical support and information on the various Integra products to customers as required.

If you believe you have the capability of meeting the above requirements, please send your c.v. to
Jim Boot - jim.boot@welding-alloys.com.

A full Job Description is available upon request.

Closing Date for Applications: 30th June 2017