



JOB TITLE **SALES & BUSINESS DEVELOPMENT MANAGER (UK & IRELAND)**

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| Department | Sales |
| Location | Ideally based at our site in Northern Ireland |
| Reports to | General Manager |

This is an exciting new role within a developing and growing business which has an unrivalled reputation globally as a leading designer and manufacturer of high speed automated machinery.

PURPOSE

Reporting to the General Manager, the main purpose of this role is to provide overall management of the sales process and to develop new customer sales opportunities within the UK and Irish markets.

TO BE SUCCESSFUL IN THIS ROLE YOU WILL:

- Support the General Manager and Managing Director to identify market opportunities and sales strategies to extend market share
- Identify and develop sales leads, prospects and orders for appropriate automation projects in the UK and Ireland territory
- Achieve agreed targets for sales order intake
- Identify sales strategies and tactics to maximise gross margin and profitability for the business
- Manage the quotation process for projects, spares and service to ensure timely response to all enquiries
- Manage the sales order processing activity
- Propose innovative ideas to enhance the sales function and improve the general running of the business
- Maintain and enhance the relevant quality systems
- Work within the departmental budget to assist in overall achievement of targets.
- Apply an excellence approach to all activities and high departmental standards are demonstrated by self and team.
- Ensure effective communications within the sales team and across the business

WHAT YOU'LL BRING TO THE ROLE:

- Strong sales leaderships skills with demonstrable experience and success within a relevant industry
 - Able to negotiate profitable business
 - Excellent commercial awareness and an understanding of costing, pricing and margins
 - Experience in managing a sales pipeline and delivering KPI's to Senior Management.
- Able to influence people at all levels, sell ideas and concepts and gain commitment.
- Ability to manage self remotely (position is a combination of field and office/home office based).
- Understanding of capital equipment engineering systems / automation



- Hunger for success, personal drive and motivation - a proactive can do attitude.
- Of degree calibre with a project management aptitude
- Communication skills with the ability to communicate at all levels, within the team, wider business and suppliers.
- Ability to organise, prioritise and maintain relevant information to support the business.
- Sound analytical skills, good problem solver.
- Organised and able to multi-task in a demanding environment, comfortable to operate under pressure, to lead and or be part of a team.
- Excellent customer service and relationship building skills.
- Creative ability to develop new ideas and implement improvements.
- Accustomed to operating effectively under pressure.

WHAT WE EXPECT FROM YOU:

- A professional approach
- An enthusiastic manner
- A commitment to excellence in all that you do
- Be a team player, willing to continuously and proactively collaborate, share, and seek information and guidance
- Self-driven to make a significant contribution to maximising AGR customer service