

## Export Sales Manager

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Company: Brigade Electronics Group Plc

Location: England

Category: other-general

Join Brigade Electronics as an Export Sales Manager! Take charge of managing and supporting national distribution networks, while also engaging in direct sales to large fleet operators. Collaborate with vehicle manufacturers and participate in tendering for significant industry contracts as part of your dynamic role. Balancing the pursuit of new opportunities with the careful management and value extraction from existing customers is key to this exciting position. Elevate your career with us! As part of this role, you will be responsible for the day-to-day management, motivation, and guidance of Export Business Development Managers and the dedicated Customer Services team.

**Key Responsibilities:**

- Department Management:** Provide guidance and mentorship, delegate workloads to achieve optimal international territory coverage, and ensure a high level of customer support.
- Export Sales Planning, Development & Growth:** Develop and own the Export Sales strategy, implement plans targeting new territories, and contribute to the New Product Introduction process with effective sales plans.
- Customer Relationships:** Act as a key point of contact for Brigade's customers and prospects, strategically managing customer pricing to align with wider organizational profit and margins.
- National Distributor Management:** Understand the National Distributor (ND) network by region, formalize distribution contracts, and provide necessary support, sales, and product training for their success.
- Sales Forecasting, Reporting & Control:** Manage export sales budgets, monitor and report sales performance, and ensure the accurate use of CRM systems for maintaining customer records and interactions.

This position also involves managing and mentoring the Export Sales Team, Export Business Development Managers, and the customer service team.

**Person Specification:** Substantial

technical sales experience in commercial vehicles, plant, mining, or mobile machinery markets, preferably in export markets. Experience in running and managing export sales teams. Proven success in working with overseas businesses, consistently meeting financial targets, and achieving sales growth. Demonstrated innovation and success in territory sales. Degree qualification. Excellent IT skills. The role requires extensive travel, and ideal candidates should have similar experience working with overseas subsidiaries and businesses. For the complete job description and candidate privacy policy, please visit our career page <https://brigade-electronics.com/about-us/careers/> If you do not hear from us within 4 weeks, unfortunately, your application has not been successful this time. On this occasion, we cannot sponsor any applicant for this position. We are accepting applicants with rights to work in the UK.

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