

# United Kingdom Jobs Expertini®

## Export Sales Manager – OEM

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Company: Glen Callum Associates

Location: United Kingdom

Category: other-general

## Export Sales Manager – OEM

We want to **immediately** hire a professional **Export Manager** with combined **Automotive OEM and Export Sales Experience** gained ideally within the **Automotive OEM, Commercial Vehicle Truck, Agricultural Machinery / Tractor Manufacturer / Off Highway Vehicle production or Commercial Vehicle Body Builders** sectors.

### Business & Global Reach:

The business is an established leader within its field, covering **OEM, Retro-Fit/ Aftermarket** sectors, leading innovation for product design and development for lifesaving products to optimise vehicle safety, operating globally across 80 countries.

Are you a **Senior Export Manager OEM Account Manager /** or a customer facing **Account Manager** facing large **Automotive OEM** customers internationally? If so then this opportunity is too good to miss.

### Target Experience:

Our ideal candidate will have an infinite understanding of the export sales process into major **Automotive OEM** customers, whilst also possessing the capability of being the clear voice of the customer inside the business across multi-departments.

Ideally located – South East UK / Kent

Salary – Circa £65k – £75K plus bonus + Car / Allowance + Pension (up to 5%) +

Private Medical + Eye Care Vouchers + Employee Assistance Program + 25 days Hols exc BH (Holiday entitlement increases by 1 day every 2 years)

### Key Skills:

Experienced in high level sales / commercial role within the **automotive OEM** arena.

Experienced in **Export Sales/ OEM Export Sales** processes and legislation.

Familiarity of **OEM processes NP** and complex contact negotiations.

Ability to close sales and manage existing contracts with **OEM** customers.

Knowledge & experience of working within **tier 1 supplier** to the **automotive industry**.

Ideally degree educated within business & finance or engineering discipline.

Strong commercial skills with the gravitas to influence both senior commercial personnel and technical engineers within **OEM's** .

Flexible, tenacious with an industrious work ethic and a real passion for business.

Solid PC user within key Microsoft applications.

Clear and concise communicator with a high command of the English language both written and verbal.

Multilingual is an advantage but NOT essential.

Engaging personality, able to converse at all levels from board room to engineering and factory floor.

### **The Next Step: Meet the employer online**

We are uniquely offering bite sized “Meet the employer” sessions online. Where interested and qualified candidates will enjoy the benefit of meeting the employer online for an introductory session to find out more before formal interviews start. Please call Robert Cox of Glen Callum Associates Ltd for an initial confidential chat on 00 44 (0) 7398 204832 or email with your CV detailing how your experience meets with the above.

Job Ref: 4114RC – Export Sales Manager (OEM)

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