

United Kingdom Jobs Expertini®

Regional Sales Manager

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Company: TEC Partners - Technical Recruitment Specialists

Location: West Yorkshire

Category: other-general

Regional Sales Manager - can be based anywhere in YorkshireWater Management SolutionsCompetitive base salary + bonuses and company car TEC Partners have partnered with a successful, and growing business in the water management, flood defence and environmental sector. We are looking for a motivated, driven and ambitious Southern Sales Manager to join their team. The successful candidate will have a proven record of achieving targets and growth, working within supply to the utilities and public sectors.The Regional Sales Manager will have a duty to represent the company with its industry leading portfolio of its projects, products and services. The Regional Sales Manager will sit within the Sales team as External Sales; you will work closely with Internal Sales within the operation of the overall Sales function. The job role will require the Regional Sales Manager to: Be self-motivating; build and maintain long term relationships with our customer base and key accounts Create new relationships with new customers Assist our clients with the design phases of projects to ensure our companies products and services are incorporated into their design Provide customers with solutions with their portfolio of products and services Negotiate and agree technical and services scope of works to be priced / tendered Work with Estimators to compile detailed tenders, bids and proposals Work with sub-contractors to present full turnkey services to customers Showcase a clear passion and drive for salesRegional Sales Manager Skills:Strong communication, verbal and written skillset using IT systemsContractual Awareness; knowledge of NEC Contracts would be preferredTechnical mind set; a good understanding of mechanical and electrical engineering is preferableCreative; the regional sales manager must be a creative thinker to solve our

customers problems in innovative ways using the portfolioDetailed in their work; the regional sales manager will be expected to work with the team to review scope of works, commercial conditions and parameters of contracts, requiring a detailed eyeConfident and challenging within your approach Regional Sales Manager Experience Proven Sales of projects and equipment within mechanical engineering and / or construction industry Experience working within the water flow control sector is desirableExperience of working within both private (B2B) and public sectors.If you're looking for a fresh opportunity with a growing player in the Water Management sector, then apply right away to be considered.

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