

Sales Manager - Flexible Packaging

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Company: Future Recruitment

Location: United Kingdom

Category: other-general

NEW VACANCY! (PK8223)

OPEN (Depending On Experience) + Annual Bonus + Laptop + Mobile Phone + Company Car

Our client is a global manufacturer in the flexible packaging sector is keen to employ a talented, genuine and professional Sales Manager. They are currently looking to recruit someone with a flair for communicating at all levels and have experience within this area of manufacturing.

Be self-driven, have initiative and want to take responsibility

Currently work in the sales of packaging products to the Food, Catering, Industrial, Agricultural & Hygiene sectors.

Possess exceptional written & verbal communication skills at all levels.

Have a high standard of presentation ability.

Ideally have used ERP / CRM systems with Microsoft AX

Responsibilities:

Identify and generate leads that are potential users of packaging products.

Communicate and follow up with the factories for prices, business development projects, material testing and agreeing negotiation margins.

Drive the process of converting sales leads into prospects and potential customers.

Liaise closely with the Sales SMT for technical and commercial support.

Liaise and coordinate with the sales team to guarantee a continuous sales support and nurturing the relationship with the customers.

Coordinate with Factory Managers for customers visits when required.

Ensure leads/prospects are accurately entered on to CRM /ERP system.

Collect / process purchase orders and follow up with customer service colleagues for progress, updates and communicate accordingly.

Attend customer visits to follow up on potential business opportunities.

Analyse data related to the targeted products and recommend pricing strategy to the Product Category Manager.

Jointly set sales forecast and annual budgets with SMT.

Draft a marketing expansion plan and conduct Market Intelligence Analysis.

Prepare, update & analyse competition study of profiles, and offerings.

Identify, monitor and suggest improvements to influence product position.

Champion new product development process from idea generation to market.

Equip and assist the sales force with new product knowledge.

Ensure the business is updated on latest trends, technologies and processes related to the targeted products.

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Cross References and Citations:

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