

United Kingdom Jobs Expertini®

Service Sales Manager

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Company: Universal-Robots

Location: United Kingdom

Category: other-general

#WeAreUR and we continuously redefine automation

At Universal Robots, part of Teradyne Inc., we are empowering change in the way work is done. Our vision is to create a world where people work with robots, not like robots. And with 75,000+ cobots already installed worldwide, we're well on the way to achieving it. Working towards our vision gives us endless opportunities to learn, grow, innovate, and solve problems together as we bring our technology to companies of all sizes all over the world. We are a global company, that embraces remote and hybrid work, and for this specific role, we encourage applications from all over Europe, especially from candidates based in UK, Denmark, Germany or Spain.

Key Responsibilities:

You are an experienced sales professional with service selling experiences who has automation technologies or related experience and excels in managing a cross functional regional service organization. You can work independently with little supervision and can also manage a cross functional Customer service team on a large region basis. Both the company and Customer see and rely on you as a trusted adviser.

This position entails regular travel to meet with our clients in the EMEA region .

Some of your core responsibilities are:

Sales and Commercial Operations leader for EMEA for Services

Effectively collaborate with all end users, distributors, system integrators and various stakeholders within Universal Robots

Key holder and responsible for Service sales budget planning, order booking and long term service contract execution on revenues and gross margin rate

Hires, trains and coaches service sales representatives on service sales and customer care progress, sets targets and support team delivering targets via collaboration with customers and our multiple distribution partners

We are driven by honesty and act with integrity - #WhoAreU

Service Sales Manager is a new position where many processes have to be built up – that's the mindset to bring.

For you to have success in the position as a Service Sales Manager at UR we imagine you are having following experiences:

5+ years of experience in capital equipment, service sales or marketing with great deal of experience within robotics, automation or a related industry

Proven ability to drive long sales cycle designs-ins

High level of customer focus

Outstanding communication and analytical skills

It is an advantage to have experience from a multi-cultural organization

As a person, you are analytical and structured in your way of working and have an excellent ability to prioritize, enabling you to make a difference to the organization at a tactical level while also performing on the operational level.

You communicate with impact, have a positive energy, and you excel when it comes to collaborating with colleagues across cultures, organizational levels, and functions. You earn respect for your competences, your integrity, and your understanding of the business needs, making you a trusted sounding board for the management team regarding people, team, and organizational development.

We collaborate it's in our DNA

Join Universal Robots, the ground-breaking technology company, and help empower change in the way work is done. Shaping next year's innovations. Moving a fast-growing industry forward. Building a truly global career. You can do it all here.

At Universal Robots we are a diverse group of bright, ambitious people working at the forefront of collaborative robotics. Through our agility, resilience, and entrepreneurial approach, we are taking our innovative robot products into more markets and regions than ever before.

We employ +1000 people in offices across North America, South America, Europe, and Asia – and we're growing all the time. So, if you're looking to build your career working with some of the best talent from all over the world, we want to get in touch with you!

Send your application using the link. We take candidates into the recruitment process on a continuous basis and encourage you to apply as soon as possible.

#LI-SE1

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