

Role Profile

Technical Sales Manager

Purpose

The Technical Sales Manager is the individual responsible for ensuring that all customer interactions are managed effectively across the business to ensure that the correct levels of profitable work are secured by the company. You will report directly to the Managing Director and have overall responsibility for managing the sales pipeline, customer interactions and securing projects within budget.

Specific Responsibilities

The Technical Sales Manager operating within agreed reporting structures is responsible for: -

- *Actively seek and create new opportunities*
- *Winning orders that fit with the company requirements both technically and financially*
- *Ensuring that all customer requests and interactions are dealt with correctly, promptly, and efficiently.*
- *Ensuring all quotations are issued and followed up with customers on time.*
- *Preparing, attending, and presenting presentations with customers as required*
- *Updating company systems to record progress on all sales pipeline matters*
- *Reviewing and accepting contracts and orders from customers to ensure they meet our company criteria.*
- *Take a proactive lead in the management of all sales activities across the business.*

Overseeing and managing the sales activities in the company

- *Ensuring customer surveys are completed correctly and on time.*
- *Managing the sales pipeline to ensure that all interactions are managed effectively with customers.*
- *Ensuring all relevant paperwork and documentation is completed.*
- *All quotations and tenders are issued and followed up.*
- *Long term relationships are established and maintained with customers and trading partners.*
- *Attending site meetings, presentations and keeping relevant stakeholders updated.*
- *Making, suggesting, and implementing areas of improvement where possible.*
- *Work with other members of the business to resolve contractual, technical, commercial, and legal issues for the benefit of the business.*

Managing the team, you are responsible for including

- *Provide leadership in the recruitment, training, and development of staff.*
- *Ensuring the team (including yourself) deliver set results.*
- *Training records and requirements.*
- *Managing time and mileage records.*
- *Motivating, disciplining and general management of the staff you are responsible for.*

Attributes

The Technical Sales Manager should be able to: -

- Direct, manage and motivate the team
- Be positive, proactive and win work
- Motivated by results and a desire to deliver
- Develop and maintain excellent customer relationships
- Build and sustain effective communications with other roles involved in the business as required
- Manage conflict

Skills and knowledge

- Commercial and financial acumen
- Solar Power, Electrical, or technical background
- Effective communication – verbal and written
- Presentation skills
- Business development and sales knowledge
- Planning and organising
- Decision making
- Conflict Management
- Adaptability
- Leadership and Managerial skills
- Ability to share knowledge with the team

Due to the nature of our business, we must remain flexible in our approach and our roles to ensure the business is able to react and respond to deliver our customer's needs.

Job Types: Full-time, Permanent

Salary: £50,000.00 per year

To apply for this role, please email your CV with a cover letter to info@arpower.co.uk.