

French manufacturer of standard and custom-made products for industrial applications is looking for an Area Sales Manager to develop the regions of South of Birmingham. You will develop business relationships with distributors, key account managers at clients. The Area Sales Manager will be responsible for business development and account management, and will report to the Export Director based in France.

ROLE:

- monitoring and developing existing customers.
- Prospecting new clients and liaising with the design office for the customer.
- Resolving business issues in conjunction with the Business Assistant linked to the geographic area (claims, litigation).
- Participating in exhibitions and collecting all information and opportunities
- Reporting to Head Office on these leads
- Participating in the marketing and advertising
- Monitoring and evaluating competition.
- Suggesting product developments and new products corresponding to customer expectations.
- Involving, if required in the strategy approach, the engineer in customer technical discussions.
- Regular reporting to the Sales Department in the system formats chosen by the company.
- Participating in the review of non-compliance, identification, implementation and follow-up of actions

PROFILE:

- Ability to negotiate with sourcing departments and participate in technical development with Design Offices.
- Ability to address multiple industry sectors, large and small businesses
- Previous experience within mechanical, steel, metal, construction or similar industries
- Comfortable with Microsoft office tools
- Autonomous and proactive, organized and results oriented
- Previous experience with an international company or export experience would be an asset
- Customers satisfaction oriented
- Technical curiosity (ability to read a design, understand a 3D file)

SALARY & BENEFITS:

- £50K - £55k pa according to experience
- Excellent Bonus Scheme
- Company Car or Car Allowance
- Fuel Card, Mobile Phone, Laptop, Pension, 25 days plus Bank Holidays