

HWS SALES MANAGER

KEY FUNCTIONS



INTRODUCTION

Radio Design are world leaders in the design, manufacture and repair of products for the commercial wireless infrastructure market. The company's Hardware Services (HWS) Division was inspired to provide a class leading repair service for OEMs and Operators, and through this a number of repair centres were established. These centres of excellence provide repair capability for telecoms equipment and are geared for high volumes of equipment repair. The Hardware Services Division is looking to appoint an experienced Sales Manager to join its UK HWS team based in Shipley, West Yorkshire.

OVERVIEW

The HWS Sales Manager is responsible for generating new business with both existing and new customers and contributing to the overall sales strategy of Radio Design.

KEY FUNCTIONS

- Generate new business with both existing and new customers
- Prepare tenders, proposals and quotations
- Negotiate contracts, terms and conditions
- Develop and maintain a customer and prospect database
- Assist in creating and developing an industry knowledge base
- Manage and interpret customer requirements
- Ensure that sales targets are met
- Provide Senior Management with metrics to support the management of the business

COMPETENCY REQUIREMENTS

Education

A degree or equivalent is desirable although previous experience in a relevant sales role will be most important of all.

Job Specific

- Strong commercial awareness
- Sales experience with a proven track record in key account management
- Excellent influencing and negotiation skills to help build relationships with customers
- Proactive approach and a questioning mind that will help identify new opportunities for the business
- Good interpersonal skills and the ability to effectively communicate at all levels with both colleagues and customers
- Self-driven and be able to work both independently and as part of a multi-disciplinary team
- Ability to take initiative and work with minimal supervision
- Ambition to succeed
- Possess a full UK Driving License

EXPERIENCE

- A minimum of 5-7 years' experience of sales and business practices in a high technology sector, ideally in the telecommunications repair and hardware services industry
- Good general knowledge of telecommunications infrastructure is desirable
- Experience of establishing and managing an international customer base

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LINE MANAGER

General Manager - Hardware Services

LINE REPORTS

None

DEPUTY

General Manager - Hardware Services