

HRS - SALES & BUSINESS DEVELOPMENT MANAGER KEY FUNCTIONS



a TRAC company

OVERVIEW

UK BASED APPLICATIONS ONLY

Due to the key requirement of needing to travel to the West Yorkshire based office on a weekly basis, we can only consider UK based applicants.

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

KEY FUNCTIONS – Sales & Business development

- Generate new business with both existing and new customers
- Prepare tenders, proposals and quotations and receive & record purchase orders
- 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

KEY FUNCTIONS – HSEQ

- All personnel shall comply with the company HSEQ requirements as described in the HSEQ Manual and procedures. Also, personnel must comply with specified client HSEQ requirements as appropriate
- All personnel must endeavour to foster a strong safety, health and environmental culture through adherence to the requirements, personal commitment, example and behaviour

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

- Considerable experience in a key account management role within Electronic Repairs or a similar market segment is critical, and will be the key competency assessed at interview stage
- Strong commercial awareness
- 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
- Role is UK based and candidate must be able to commute to the West Yorkshire based office on a weekly basis

EXPERIENCE

- A minimum of 5-7 years' experience of sales and business development in a high technology sector, ideally telecommunications, in the repair and hardware services industry. This experience will provide a key basis for conversation at interview stage

- Good general knowledge of telecommunications infrastructure is desirable
- Experience of establishing and managing an international customer base

LINE MANAGER

General Manager - Hardware Repair Services

LINE REPORTS

None

DEPUTY

General Manager - Hardware Repair Services