

Product / Sales Manager

Vacancy: Permanent, full-time (40 hours per week, Mon-Fri)

Reporting to: Director of Sales

Location: Europe

APC Technology Group combines 40+ years of specialist expertise and innovation, with the strength and stability of a privately-owned company.

We deliver on the design, specification and distribution of specialist electronic components and systems, lighting technologies and connectivity products that help our customers produce better equipment, improve efficiency and achieve superior performance.

As a trusted supplier of highly reliable, high quality and technologically advanced components, products, and systems we have become the supplier of choice for an impressive list of blue-chip clients within critical infrastructure and built environments such as commercial/public sector property, defence, aerospace, industrial, finance, broadcast, power, transport, telecoms, and space sectors.

The role:

The Product/Sales Manager will be responsible for the Sales Office and the team. They will have accountability for product management, project delivery and technical sales across the APC range. This will include opportunities within both existing clients, and supporting the field based sales team in pro-actively generating new business.

Key tasks and responsibilities:

- Oversee and manage the sales office team whilst working closely and collaboratively with the field sales team in the division, the central sales function and other divisional groups
- Provide technical leadership for the division
- Ensure effective supplier (principal) management and development
- Participate in company projects as required

Leadership:

- Delivers work to a high standard; is seen to operate from a standard of excellence
- Has continual energy and drive, focusses on achieving objectives, keeping ahead of the competition
- Motivates & inspires others to achieve
- Generates new ideas / approaches, fostering and rewarding creativity in others
- Promotes the use of lateral thinking and sense of urgency in others
- Relentless in approach – understands complex issues needing long-term solutions

People management skills - team:

- Adapts leadership style to the needs of different people
- Ensures Team are aware of their roles and responsibilities
- Provides ongoing constructive feedback on individual's performance
- Seeks opportunities for self development and for the team to develop themselves for future roles and achieve their potential
- Looks for opportunities to facilitate and support coaching
- Ensures team are kept abreast of information or decisions which may affect them
- Works collaboratively with Group functions

People management skills - clients:

- Ensure customer & opportunities are captured and managed to maximise sales conversion
- Ensure CRM systems are regularly updated and accurate
- Produce or evaluate reports on results as deemed necessary and undertake reviews with Corporate Management
- Undertake additional project or duties as deemed necessary by Management
- Preparation and participation in Team and Corporate meetings as required
- Active participation in Company sales schemes
- Manage strategic business development and franchise activities
- Maintain an up to date forecast for bookings and gross profit
- Manage the development of the office-based Team to achieve optimum performance and profit
- Manage Franchise management and sales activity to grow new opportunity pipeline
- Manage pipeline for introduction of new franchises to the division

Decision making and judgement:

- Makes recommendations, gives reactions, draws conclusions
- Objectively weighs pros and cons before acting
- Communicates decisions early and ensures understanding
- Stays composed under pressure, able to control difficult situations without emotion

Knowledge, skills, experience and personal attributes:

- Good understanding of electronic components and the distribution market
 - Professional qualification in engineering / electronics discipline
 - Great management experience
- High level of general numeracy and literacy
 - Excellent communication, interpersonal and presentation skills
 - Proficient in using MS Office packages with a good understanding of CRM systems
- Experience of working within sales or customer service environment
- Excellent organisational and record keeping skills
 - Ability to create and execute customer penetration strategies
 - Ability to develop outstanding relationships to maximise opportunities and sales growth
 - Excellent client liaison and negotiation skills
 - Excellent written and verbal communication skills
 - Proven experience of meeting and exceeding targets
- Leadership
 - Self-motivated, persistent and ability to work independently or part of a team
 - Ability to work on own initiative to problem solve and make decisions
 - Ability to work under pressure with minimum supervision
 - Openly shares expertise with others
 - Acts as a resource to others outside of department/team
- Commercially astute, highly motivated & well organised
- Possess integrity, drive, and a clear sense of service ethic
- Flexibility to occasionally work beyond normal business hours when required