

Role: Technical Sales Manager

Company: Genpower Ltd

Location: Pembroke Dock (SA72) or remote for the right candidate

Salary: Competitive OTE £30k+

An exciting opportunity has arisen for a Technical Sales Manager for our range of Cummins and Kubota powered diesel generators. We are seeking a professional with a strong sense of accountability, technical knowledge and excellent communication skills to offer technical support throughout the sales process.

You would join the Genpower Team as a Technical Sales Manager with responsibility for growing market share in UK and export markets for our diesel generator range. You would be working with the sales, marketing, technical and buying teams.

This role is a customer focused role and requires a good technical background, it is an essential role to support the sales process and drive growth.

Job Responsibilities and Duties:

- Act as central point of contact within the Product Group for technical sales enquiries.
- Collate on CRM all relevant information, decisions, approval as necessary as part of technical sales.
- Sourcing new customers and markets for our Cummins and Kubota powered generators.
- Maintain and exceed sales growth targets, whilst building and promoting strong and durable client relationships with strategic retailers.
- Develop mutually beneficial growth with these clients on an ongoing basis.
- Specifying the correct generator for different applications.
- Prioritise and manage daily workload.
- Attain and demonstrate a high level of product and system knowledge in order to respond to technical sales enquiries.
- Conduct competitor analysis and research to ensure that our product offering has 'the edge'.
- Contribute to the continued success and excellence of the business.
- Undertake field based meetings and appointments as required.
- Understand and apply commercial principles to improve performance.
- Deliver creative solutions to overcome obstacles and enhance profitability.

Candidates will have gained the following skills and experience through previous roles:

- Engineering degree or equivalent experience.
- Experience of Diesel generators from 5kVA to 2000kVA.
- Experience working in a customer facing role.
- Ability to translate complex requirements.
- High levels of prioritisation, organisation and planning skills.
- Experience selling diesel generators from 5kVA to 2000kVA into worldwide markets.
- Action oriented and displays perseverance.
- Composure under pressure.
- Team player and cooperative.
- Prioritisation skills and focus.
- Driven by £ notes.

What's in it for you?

- Competitive salary.
- Private AXA Health Cover.
- Perkbox.
- 20 days annual leave plus 8 bank holidays.
- Increasing holiday allowance with service.
- Career development opportunities

To apply please submit CV and Cover Letter outlining your suitability to careers@genpower.co.uk

