



icotek[®]
smart cable management.

Area Sales Manager

„A trusting relationship with customers and sales representatives is essential for a good partnership. That’s what we aim for every day.“

Essential Job Role:

- Generate new customer & prospect accounts whilst developing / managing existing customer relationships
- Develop sales plans to achieve successful profit margin, market share and account penetration
- Recruit strategic partners & develop existing distribution network
- Work closely with our partners & distributors and support / train them in product knowledge and sales
- Report directly to the General Manager
- Develop presentations and host webinars in regards to new products
- Attend trade shows and seminars
- Utilise ABAS (CRM system) to document sales activity

Requirements

- Bachelor's Degree in an economical or technical field
- A minimum of 7 years of relevant work experience in sales
- Technical understanding of our products and the ability to communicate the benefits
- Extensive experience in working with manufacturer representatives is a plus
- Knowledge in electrical theory is a plus
- Competent user of Excel, Word, CRM systems, and other reporting tools
- Strong writing / communication skills
- This is a field based role with a max. 2 days Manchester office based
- Full UK Driving Licence
- Excellent time management skills, ability to multitask
- Ability to develop positive & professional relationships within the industries from small to blue chip companies
- Confidence to take customer's vision from concept to reality
- Enthusiastic, self-motivated with the ability to work independently
- Capable of defining targets and action plans & hungry to succeed in the competitive market

Benefits & Features

- Full-time employment
- Competitive salary
- Personal Bonus scheme
- Car Allowance
- Pension contribution
- Laptop & iPhone provided
- 20 holidays + 8 paid public holidays
- Child care vouchers

Who we are

Founded in 1995 in Germany, icotek has become an innovative leader in cable management technology & EMC solutions for numerous industries.

icotek manufactures and exports high quality products that are “made in Germany” to over 60 countries all over the world.

icotek Limited, headquartered in Manchester, UK, provides complete customer and product support to the UK.

How you can apply

Are you interested in challenging and varied tasks in a future-oriented and innovative industry?

Please send resumes (including preferred region) to

icotek Limited

Unit C5, Broadoak Business Park
Ashburton Road West, Trafford Park
Manchester M17 1RW , United Kingdom
or send an e-mail to info@icotek.co.uk

More information

 www.icotek.co.uk