

Industrial Sales Manager

OLEO International a trading division of TA Savery & Co Limited has an exciting opportunity for an experienced Sales Manager who possesses experience in industrial sales to join our sales team based in Coventry. As a company we are a World leader in the design and manufacture of safety critical equipment used in a wide range of applications in the Rail, Elevator and Industrial sectors.

Purpose of the Role:

You will take ownership of the Rail, Industrial and After Sales business: commencing with the Industrial Business Unit to progressively take on board Rail and After Sales. The role will provide technical and commercial solutions to global customers for Industrial, Rail and After Sales enquiries, particularly Industrial distributors and key accounts.

Industrial Sales Manager Key Responsibilities:

- Select and identify potential customers and areas of growth by understanding the marketplace, their demands as well as the main market players – including competitors
- Review project specifications and identify key data
- Collate clear technical and commercial proposals
- Establish market pricing strategy to be competitive in each market
- Liaise with other departments within the company including applications and operations
- Contribute to support sales administration
- Ensure that constructive working relationships are built and maintained with key customers and third-party personnel

Industrial Sales Manager Key Requirements

- Degree qualified in the field of engineering / sales or a similar subject
- 5+ years sales experience gained from working in an industrial related company particularly in the field of application-based sales (heavy lifting, hydraulics, mechanical, lift, rail) or similar
- Business development experience along with International sales experience
- Current or previous experience in people management
- A proactive and professional approach to servicing customers
- A commercial and technical acumen to engage with customers and distributors

What we will offer you:

- Competitive Salary
- Pension Scheme
- Life Assurance x3 of your salary
- 37 / 37.5 hour working week
- Flexitime benefit after successful completion of probation

Oleo International is an equal opportunities Employer

***No Agencies Please**