

Southern Technical Sales Manager – Industrial Acoustics

Wakefield Acoustics is one of the UK's leading manufacturers of noise control technology with extensive experience of supplying noise control solutions into a wide variety of industrial and commercial sectors throughout the world.

As one of the most respected and fastest growing acoustic companies in the UK we are looking to recruit an experienced and highly ambitious Technical Sales Manager to support the growth and development of our ever increasing customer base in the South of England.

The exciting new role will involve all aspects of the development and management of new and existing client relationships across a range of Consultants, Contractors, OEM's and End Users across the south of England.

Key functions of the role include:

- In conjunction with the Directors of the business to assist with the development and implementation of our strategic business development plan to ensure achievement of the annual sales plan and longer term growth targets.
- Build and maintain positive long term relationships with new and existing clients including OEM's, End Users, contractors and consultants to ensure delivery of annual sales plan and meet longer term growth objectives.
- Provide a strong technical engineering, application engineering and proposal service to clients
- Negotiate tender and contract terms technically and commercially to meet both client and company needs
- Provide pre-sales technical assistance and work on after-sales support services and provide technical back up as required
- Support marketing activities by attending trade shows, conferences and other marketing events
- Make technical presentations and demonstrate how a product meets client needs
- Liaise with other members of the sales team and other technical experts
- Input into the design of custom-made products

This is an exciting opportunity for an experienced sales manager to play a major role in a growing business and the ideal candidate will:

- Be ideally qualified to degree level or equivalent in a relevant discipline or experience in the field of acoustics / noise control
- Be able to demonstrate a proven track record of technical sales within the acoustics industry
- Possess strong commercial, contract negotiation, sales and presentation skills
- Be dynamic, customer focused with good communication and organisational skills
- Be a self-motivated flexible individual who is also a strong team player and is comfortable working to tight deadlines
- Be located in the South of England and be prepared to travel as the business requires.

Package:

Competitive package along with excellent career and development opportunities in a growing business. In the first instance please forward your CV and career details to rlomax@wakefieldacoustics.co.uk



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