

Job description

Job title: Export Sales Manager

Location: Hertfordshire but with travel in Europe, Middle East and Africa

Salary: £30'000 OTE £37'000 with car, sales bonus, pension and benefits

Ref: 16312



LAWSON PRICE CONSULTANTS

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Our client is one of the world's leading manufacturers of quality electrical test equipment products and also suppliers of electrical testing services. Preventive maintenance professionals rely on their equipment to test the windings, stator cores and electrical insulation of high voltage rotating machinery and distribution equipment.

Continued success of the business in the UK and internationally has created an exciting opportunity for a technically competent person to join them as Export Sales Manager.

Taking responsibility for territories including Europe, the Middle East and Africa, the successful candidate will be located close enough to travel to HQ north west of London on a regular basis to work with colleagues in the sales, marketing and production functions but will also be happy to travel onto territory to meet customers and make technical proposals and presentations, prepare estimates and quotations and follow up on these. These customers are generally involved in large-scale works and projects.

The ideal candidate will have gained relevant field sales experience in a technical product or solutions environment and will possess good organizational and self-motivational skills. A knowledge of electrical engineering would be useful since this can be combined effectively with the client's full technical training to achieve understanding of the products, their operation, features and benefits. Previous experience of export is not necessary, but the willingness to participate fully in the export function is.

All applications will be dealt with in confidence.

To apply for this vacancy, visit www.lawsonprice.co.uk
or email candidates@lawsonprice.co.uk