

Sales Manager.

Recruitment of a Sales Manager

Background

Formed in 1933 Turnbull & Scott are experts in heat transfer. We design, manufacture, and supply a wide range of heating and cooling products. We have an enviable reputation for solving our commercial and industrial customers' comfort or process heating, cooling and energy saving challenges. Our reputation has been built not just on our 90 years of experience, but also our commitment to innovation and training. Our highly trained specialist engineers enjoy nothing more than understanding customer issues, developing novel solutions and delivering these within specification, time and budget.

We continually build on these foundations and have developed an enviable body of knowledge on thermodynamics, structural engineering, pressurised equipment and life cycle management. This is proving invaluable to customers in building services, nuclear, paper, chemical, food processing, textiles, aggregates and the low carbon economy.

We are ready to help our customers achieve their Zero Carbon goals and have placed sustainability at the heart of our Values

Visit our website at <http://www.turnbull-scott.co.uk> for an overview of our product ranges.

Our 2021-2025 Business Plan is focused on growth and our continued journey to become a Sales focused business. As a result of anticipated growth driven by the Net Zero agenda we are seeking to recruit a Sales Manager technically strong in energy reduction in heating and cooling products including heat recovery, chillers and heat pumps.

Job Specification

The key focus for this role is to lead a team of Technical Sales Engineers (currently two) and work closely with marketing, engineering and operations to achieve ambitious sales growth. Responsibility for annual the sales budget and to drive the team to achieve and exceed it including your own personal targets in the budget.

This will be achieved through a combination of

Sales Manager.

1. Proactive and high quality responses to the numerous customer enquiries currently being received.
2. More structured follow up on quoted enquiries.
3. Account management of key customers.
4. A move to prospecting in key target markets and industries.

As such the successful applicant will perform the following tasks:

- Chairing the daily sales call to allocate and prioritise the tasks required to take customer enquiries through to quotation.
- Hosting discovery call with identified enquiries to understand fully the opportunities.
- Agreeing the appropriate solutions and working with engineering, key suppliers and operations to develop proposals.
- Managing the pipeline of opportunities to identify key tasks for following up on customers and gaining feedback on proposals.
- Mentoring and development of the Technical Sales Engineers.
- Working with Marketing colleagues to drive quality content based communications on digital channels.
- Contributing to the ongoing development of our strategy and enhancing our product/service offering.

The position will be home based with a regular requirement to visit UK based customers. This will be arranged by the candidate and is anticipated at 1-2 trips per month. Visits to our Hawick factory or our Edinburgh office would be anticipated 1-2 per year. Flexible working is prevalent within the organisation.

Person Specification

Experience:

The candidate should have an engineering background, preferably with experience of the use and/or design of heat transfer technology in industrial applications.

This is intended as a senior management level position, so experience in a production, process, energy, nuclear, oil & gas or HVAC field would be desirable.

Education:

Preferably educated to degree level or above, most likely in mechanical, chemical, production or environmental engineering or another related technical discipline.

Sales Manager.

HND holders with relevant experience would be considered.

Skills:

Essential - The candidate should possess all of these:

Excellent customer facing skills. An ability to quickly build rapport and trust.

Excellent written and verbal communications skills. An ability to communicate technical knowledge to a wide variety of customers at diverse level of technical understanding.

Understanding of heat transfer principles.

An ability to lead by example.

Good analytical skills that can be applied to design , as well as sales/costs projections.

User of Microsoft Excel, Word, Powerpoint and Adobe products, internet for research.

Fluent English speaker and writer

A full UK drivers license.

Sales skills from a previous role.

Personal Characteristics:

Whilst the successful candidate will have to build strong working relationships with the team, he/she will need to be a self starter, capable of working on his/her own.

The candidate will be presentable, articulate and personable. The capability to build relationships with a diverse range of customers is essential.

A general interest in energy technology and the business environment.

Additional characteristics required would be

- Good communication ability.
- Judgement and good business sense based on reason.
- Organisational skills.
- Analytical and problem-solving skills.
- Resilience and tenacity.