



Regional Sales Manager – North East and Scotland

 Department: Sales

 Location: UK – Remote

 Status: Full-time

Your tasks:

The role is to establish and maintain knowledge of Leuze electronics' products and their applications and sell those products to existing and new customers to develop the customer base, and increase market share. To achieve your sales targets by identifying sales opportunities, telephone and visit customers and potential customers, maintaining an average of 12 visits per week, making sales presentations, preparing and following up sales proposals and quotations.

Regular Communication is required with the General Manager, Internal Sales Office, Technical Support Department and your colleagues in other Regions. You will also be required to update the company's CRM system and produce regular reports on your activity, progress and pipeline. Aggressive sales and growth targets mean that this role will suit a results-oriented professional with a passion for achieving targets and an intolerance of under-performance. A clear and demonstrable track record of significant success in account management but more importantly structured new business generation and development is required to ensure brand-leadership across the region.

An attractive bonus scheme is in place that will bring significant rewards for achievement of target.

Supporting, motivating, managing and accelerating sales growth with Leuze electronics' system integration and distribution partners is a

Your qualifications:

- Minimum of HNC/HND in Electrical/Electronic Engineering or equivalent industry based experience.
- Minimum 2 years experience in a similar role within Factory Automation ideally with specialist knowledge of Optical Sensors, Machine Safety and Identification Products and their applications.
- Networking
- Motivation for Sales
- Prospecting Skills
- Sales Planning
- Identification of Customer Needs and Challenges
- Market Knowledge
- Meeting Sales Goals
- CRM, and Microsoft Office.
- Working with Distribution Partners

key component of the role, as is the ability to develop and deliver clear and compelling sales strategies.

Strong organisational, structured thinking and problem-solving skills are essential in a Leuze team-player. A track record of building strong relationships and networks will complement the need to influence people, across all levels.

Benefits

- Competitive salary, plus annual bonus
- Company Car
- Comprehensive benefits package including medical insurance and death in service benefit
- Individual development opportunities
- Extensive induction with a wide range of practical insights

About us

More than 60 years of experience have made Leuze a real expert in innovative and efficient sensor and safety solutions for automation technology. Today there are more than 1500 Sensor People around the world who are working with curiosity, passion and determination for progress and transformation. Their motivation is the continued success of their customers in an ever-changing industry. Leuze offers its customers a tailored competitive advantage through intuitive, reliable solutions for safe and non-safe position detection. For example, switching and measuring sensors, identification systems, solutions for data transmission and image processing. As a safety expert, the family company also focuses on components, services and solutions for occupational safety. Thanks to their broad and in-depth application expertise in the machine and system construction, the Sensor People are a competent and flexible partner for customers with a wide range of industrial requirements.

More information: www.leuze.com

Any questions?

Your contact Person is happy to answer questions regarding the position and the process.

Contact Person: Gary Hockin

Function: General Manager UK

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