

DECOTEK	Job Specification – Technical Sales Manager	Sensitivity Level – [S]
		[G] General
		[S] Sensitive
		[HS] Highly Sensitive

Technical Sales Manager

Job Summary:

An effective Technical Sales Manager will work closely with the Product Development & Sales teams to ensure the success of new and existing projects, and help meet the revenue needs for the organisation.

Department: Sales

Reports to: Managing Director

Direct Reports: Sales Administrator

Principal Accountabilities:

- Develop new business opportunities with Automotive OEM and Tier customers.
- Technical and commercial evaluation of sales enquiries, ensuring that all relevant information is available.
- Build strong relationships with customers to understand their needs and provide technical solutions.
- Lead, contribute to and / or convene technical review meetings to assess proposals when required.
- Analyse data on projects to identify trends and opportunities for improvement.
- Assist with the preparation of technical proposals and presentations for customers.
- Attend industry conferences and events to stay informed about the latest trends and network with potential customers.
- Liaise closely with the senior management team and provide support to other areas of the business i.e. design, projects, manufacturing, controls and the installation / commissioning teams.
- Provide inputs on pricing structure according to market intelligence on price trends, consumption analysis, sales terms and conditions, customer profiles to ensure target profit margins.
- Identifying emerging markets to find new sales opportunities.
- Defining and executing territory sales plans.

Skills and Experience:

- Minimum 5 years of sales and business development experience in the automotive sector calling on OEM and Tier customers
- Degree in engineering or in business administration
- German speaking would be a distinct advantage
- Accountable & results oriented, team player
- Demonstrated ability to solve complex technical problems with accounts in complex technical environments
- Excellent interpersonal, customer service and communication skills
- Highly motivated, driven, and self-sufficient able to work independently
- Strong analytical skills to identify trends and sales patterns

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