



icotek[®]
smart cable management

icotek is growing. Join the icotek group as:

Area Sales Manager (South of England)

Essential Job Role

- Generate new customer & prospect accounts (OEM, Sales partners, End users)
- Develop & manage existing customer relationships
- Develop sales plans to achieve successful profit margin, market share and account penetration
- You will complete 12 high quality visits a week being in the office / working from home max 2 days
- Attend trade shows and seminars
- Utilise ABAS (CRM system) to document sales activity

Requirements

- You will be an experienced Area Sales Manager, Territory Manager or Business Development Manager
- You will be highly self-motivated and organised with a passion for sales and a proven track record that demonstrates your success
- Electrical background experienced in face-to-face meetings
- Extensive experience in working with manufacturers is a plus
- Capable of defining targets and action plans & hungry to succeed in the competitive market
- Competent user of Excel, Word, CRM systems, and other reporting tools
- Full UK Driving Licence
- Have an existing network

Benefits & Features

- Full-time employment
- Competitive salary
- Personal Bonus scheme
- Company Car
- Company Pension contribution
- Laptop & iPhone provided
- 20 holidays + 8 paid public holidays
(an additional year added per each year working up to 28 holidays)
- BUPA Health Cashback Plan

Who we are

Founded in 1995 in Germany, icotek has become an innovative leader in cable management technology & EMC solutions for numerous industries.

icotek manufactures and exports high quality products that are “made in Germany” to over 60 countries all over the world.

icotek Limited, headquartered in Manchester, UK, provides complete customer and product support to the UK.

How you can apply

Are you interested in challenging and varied tasks in a future-oriented and innovative industry?

Please send resumes
(including preferred region) to

icotek Limited

Unit C5, Broadoak Business Park
Ashburton Road West, Trafford Park
Manchester M17 1RW, United Kingdom
or send an e-mail to info@icotek.co.uk

More information

 www.icotek.co.uk

 [/icotek_group](https://www.instagram.com/icotek_group)