



icotek[®]
smart cable management

icotek is growing. Join the icotek group as:

Senior Sales Manager – Field based (North of England)

Essential Job Role

- Win new business and maximise existing revenue streams through high performance key account management (OEM, Sales partners, End users)
- Pro-active development and managing of existing relationships with key accounts through regular site visits
- You will plan and complete 12 high quality visits a week working in the office in Manchester 1 day a week
- Develop sales strategies to close deals, achieve successful profit margin, market share and account penetration
- Maintain accurate customer records in the CRM system as well as documenting sales development activities
- Participate enthusiastically in specific projects, team activities, online training portal and attend trade shows

Requirements

- You will be an experienced Area Sales Manager, Territory Manager or Business Development Manager of, at least, 5 years in technical field sales
- Have an existing network in a similar commercial environment
- You will be confident booking site visits, 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, panel builders, system integrators, machine builders is a plus
- Competent user of Excel, Word, CRM systems and other reporting tools
- Full UK Driving Licence

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 day 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 to

icotek Limited

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

More information

 www.icotek.co.uk

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