

HEAD OF DISTRIBUTION SALES

This is a new and exciting opportunity to join our team to support the continued growth of an established family-owned business in Leeds. Wilson Power Solutions are a leading manufacturer and supplier of electrical power distribution equipment and pioneers of ultimate low loss amorphous transformer technology. Our flagship product saves money, saves energy, cuts carbon and offers an innovative solution to the worldwide challenge of reducing energy wastage.

The Role:

Reporting to the Sales and Commercial Director the Head of Distribution Sales is responsible for the implementation and delivery of the Company's sales strategy, objectives and KPI's. Ensuring the business exceeds sales and revenue targets for a range of distribution and power transformers.

What's expected of you:

- Create and implement strategic sales plans that successfully achieve business objectives for T2, D2 & e4 distribution transformers and packages as well as small and medium Power Transformers.
- Provide on-the-ground support for the Regional & National Sales Managers as they generate leads, progress opportunities and win new orders.
- Review and agree the teams customer visit plans.
- Promote and drive effective use of the CRM system.
- Responsible for agreed sales order targets, sales pipeline and KPI's.
- Use available data to forecast orders and set appropriate performance goals.
- Develop and maintain positive relationships with other key clients at a senior level including negotiating and closing major contracts.
- Monitor buying and non-buying accounts across all sales channels and pinpoint ways to penetrate new markets.
- Be an ambassador of collaboration between sales, engineering, marketing and commercial teams, driving forward continual improvement in line with changing business needs.
- Manage and further infiltrate customers to discuss their evolving needs, developing relationships to identify sales opportunities, networking and fact-finding to drive achievement of plans and objectives.
- Refocus the team as required to deliver product category sales targets.
- Develop and implement new sales initiatives, strategies and programmes.
- Ensure sales processes are adhered to by the team.
- Provide monthly reporting of field sales performance and communicate to the Sales & Commercial Director.
- Resolve barriers to winning new work.
- Monitor account plans generated by the team to ensure that strategic account goals are progressing.
- Ensure marketing generated leads are followed up effectively.
- Conduct weekly sales calls to share information and manage feedback.
- To chair and/or attend relevant sales meetings, providing guidance, direction and solutions.
- Be a proactive problem solver, distinguishing between the urgent and important challenges and prioritise accordingly.
- Be a major promotor of AmT in line with our eco credentials.
- Focus on developing long term strategical partnerships with customers.
- Monitor competitors' products, including relevant sales and marketing data.

- Attend and present at Company events; exhibitions and CPD's across the UK, Europe and Worldwide.

People Management:

- To be the direct line manager for all relevant staff.
- Leading, mentoring and developing the team.
- Inspiring the team through example, leading from the front in terms of engagement with our customers. Ensuring that we fully understand our customer needs and opportunities to improve our service and offer.
- Articulate common goals, communicate how individual roles contribute to team success and provide clear direction.
- Conduct regular 1:1 meetings, with the team to evaluate performance and delivery on agreed objectives.
- Ensure employees understand their level of accountability, including what they are responsible to deliver and are expected to undertake.

To Succeed you will have:

- A proven technical sales background (10 plus years) ideally in the Electrical Power Supply Sector or within a technical manufacturing/supply sector (transformer experience not essential but LV or HV Switchgear OEM background desirable)
- Demonstrable experience working at a similar level
- Proven experience of achieving and exceeding set targets and objectives
- Proven sales track record with a natural ability to build rapport and with a hunger for success
- Experience of managing a departmental budget
- Possess leadership and man-management experience with the ability to motivate & develop
- Highly collaborative, open and straightforward manner
- Positive, forward thinking with a proactive attitude
- Must be flexible as UK travel forms a key part of the role
- Occasional international travel may be required
- Possess highly developed business acumen to manage decision making
- Confident and dynamic personality must be able to demonstrate excellent communication skills at all levels
- HNC / HND in electrical engineering is desirable.
- Customer orientated
- Enthusiastic, smart, professional attitude and appearance
- Current valid driving licence

Salary and benefits:

- Home based (with travel to the Leeds office and customer sites on a weekly basis, as well as attending sales meetings every two months)
- Salary negotiable dependant on experience
- 37.5 hours per week
- 33 days (including bank holidays)
- Sales Bonus
- Healthcare cash plan and Employee Assistance Programme
- Electric Vehicle/Bike to work salary sacrifice scheme
- Car allowance
- Pension
- Life Insurance

Please send your CV and cover letter to hr@wilsonpowersolutions.co.uk. Applicants must be able to demonstrate their right to work in the UK. No Agencies.