

SALES TEAM MANAGER

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.

What's the job:

Reporting to the Head of Sales, the Sales Team Manager is responsible for leading a team of regional and national sales managers to ensure the successful implementation and delivery of the Company's sales strategy, objectives and KPI's. Leading from the front with a customer centric approach and focused on developing positive business relationships through existing, lapsed and new customers. Intelligence led customer focus, via the team's effective use of CRM tools and customer engagement will ensure that opportunities for growth are maximised.

Key responsibilities:

- Create and implement strategic sales plans that successfully achieve business objectives.
- Provide on-the-ground support for the Regional & National Sales Managers as they generate leads, progress opportunities and win new orders (assisting with joint visits on a regular basis).
- Lead from the front taking ownership of a number of key accounts.
- Promote and drive effective use of the CRM system to ensure that transparency is provided across all project status' and that the teams are working in a joined up and co-ordinated manner to win new business.
- 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 the sales, engineering, marketing and commercial teams driving forward continual improvement in line with changing business needs.
- Train, coach, motivate and advise the team to enable collective success.
- 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 Head of Sales.
- Resolve barriers to winning new work with the Head of Sales.
- Conduct regular 1:1 meetings with the team to evaluate performance and delivery on agreed objectives, removing obstacles and assisting where required.

- Monitor account plans generated by the team to ensure that strategic account goals are progressing.
- Ensure marketing generated renewables 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.
- To be the direct line manager for all relevant staff

Skills, Knowledge & Experience

- 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)
- Proven record of team development/management and driving customer engagement (essential)
- Experience of working with CRM tools and the MS suite
- Targets driven individual who can lead from the front
- Strong communication and interpersonal skills
- Be positive, forward thinking and proactive
- Hold a full UK driving licence

Home based but must be prepared to travel to the Leeds office twice monthly as well as attending a sales meeting every two months. There will also be a requirement to support the team with selected customer visits.

Salary and benefits:

- 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 x 3

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.

