



Technical Sales Manager

“Due to expansive growth we have an opening for a Midlands based Technical Sales Manager, to sell our range of Award Winning Engineering Services to the Automotive, Aerospace, Oil & Gas, Rail, Tool & Die and Construction sectors.”

Home or office based with regular travel to Birmingham and Telford and covering the Midlands region to include: Shrewsbury, Crewe, Macclesfield, Sheffield, Chesterfield, Derby, Burton-upon-Trent, Uttoxeter, Stafford.

As the Technical Sales Manager you will be responsible for sales of our market leading range of specialist Surface Treatment and Heat Treatment services.

Our solutions include: PVD Coating, Low Pressure Carburising, Plasma Nitriding, HIP, Vacuum, Nitrotec and Atmosphere Treatments.

You will be responsible for:

- 90/10 – new business to account management split.
- All aspects of sales, including territory planning, sales visit booking & attendance, quote preparation and ultimately closing the deal.
- Forming a close working partnership with the engineering teams across a number of our locations to facilitate new service specification.

Technical Sales Manager Personal Profile: You MUST have a proven sales track record in engineering services. and any knowledge of NADCAP environments would be ideal but not essential.

Full training will be giving but any knowledge / experience of the following would be highly desirable:

- Experience of Materials Science
- Surface Heat Treatment and/or Heat Treatment
- Selling into NADCAP environments

Ultimately, we are seeking a highly consultative sales professional with the ability to assess customers’ needs and deliver the best possible solution. You will have the drive and determination to take ownership of developing your territory and becoming the recognised industry expert.

BUSINESS PROFILE: We are the Materials Technology Division of a multi-national industry leader and an innovator in the delivery of Surface and Heat Treatment Solutions. We’re a proud winner of numerous Awards and enjoy a reputation for customer excellence.

You may currently be selling on behalf of or have sold into the following sectors:

- Aerospace, Automotive, Motorsport, Defence, Rail, Oil & Gas, Tool & Die, Construction, Power Generation.

Your job role may be that of:

- Technical Sales Specialist, Area Sales Manager, Territory Sales Manager, Sales Executive, Sales Representative, Field Sales, Business Development Manager, Sales Manager, Technical Sales Engineer.

Please Note - Wallace Hind Selection have been selected as our exclusive retained partner so any direct applications from candidates or agencies will be forwarded on to them.

INTERESTED? Please apply to our retained consultant Lee Henning quoting JOB TITLE reference 3456 to DD: +44 (0)1604 683314 Wallace Hind Selection. The Old Vicarage. Duston. Northants. NN5 6JB. Tel: +44 (0) 1604 758857.