



Sales Manager
Day shift, Full-time 37.5 Hours a week
Salary: Depending on Experience

Since 1937 we've pushed the boundaries of material technology, solved challenging problems and, above all, kept people safe. Our advance materials are used across the world and across multiple industries. We've protected the Royal Navy and safeguarded Underground passengers. We've shielded NATO military convoys and reinforced commercial airline cockpits. Our dedication to precision and performance is constant whether providing the NHS with vital supplies in a crisis or making mission-critical materials for NASA. Decades of experience have taken us from helping the Spitfire to soar to keeping every F1 team on track. We've always risen to the challenge. We are currently going through an exciting period of growth and are looking for Sales Manager to join our company.

Role purpose:

The Sales Manager is primarily responsible for growing sales across a range of specialist industrial engineering sectors with both existing and new clients. Sales growth is to be achieved using Permal's existing portfolio of products, and through new composite/polymer product as they are introduced to the portfolio. The role will require international travel.

Sales Manager role responsibilities include:

- Execute on business sales strategy to achieve growth targets and prepare sales reports demonstrating pipeline of opportunities through company CRM tools.
- Apply existing market expertise to identify sales growth opportunities, via new products and new clients, engaging effectively with key decision makers to build and maintain strong working relationships.
- Provide all commercial information regarding clients and markets to enable the Company to create appropriate strategies to achieve corporate objectives
- Submit monthly reports relating to the commercial opportunities being managed and created, and fully utilize the company CRM system
- Lead the bid development and submission for new significant opportunities, demonstrating a comprehensive understanding of the contractual and technical requirements of the client.
- Secure order and contract placement.
- Fully support technical, project management, and operations to deliver purchase orders and contracts up to serial production stage.
- Assist smooth delivery of orders/contracts, ensuring specific contractual obligations are well communicated.
- Monitor/manage enquiries and commercial projects through other company departments to ensure proposals are submitted in a timely manner.
- Maintain relationships with current customers, capitalising on opportunities to grow revenues through existing and new product range.
- Attendance of relevant exhibitions/webinars/events to gain market intelligence and promote the Company.

- Demonstrate a strong understanding of composite material technology and Permali's products and information systems, identifying and communicating personal training needs where necessary.
- Work effectively and collaboratively with the sales and marketing team as a senior figure, demonstrating leadership qualities and a positive, dynamic, enthusiastic, committed work ethic.
- Contribute where required to the budgeting and strategic planning process, reporting regularly on risks/gains to company performance against budget and strategic objectives
- Work with Marketing to ensure optimisation and updating of web site as a sales tool, looking for opportunities to announce sector relevant case studies / press releases / announcements to help drive outbound marketing activities and increase website traffic and awareness of Permali in the marketplace.

Key skills and attributes of Sales Manager:

- Educated to degree standard or equivalent
- Strong record of success in a sales role
- Minimum 5 years engineering sales experience
- Good computer skills with experience of using the MS Office suite. Experienced at using CRM systems.
- Excellent communication (written and verbal) and presentation skills
- Ability to communicate information, whether technical or non-technical to staff members and customers, in a clear and concise manner
- Excellent organisational skills, with emphasis on priorities and goal setting.
- Confident self-starter, proactive, energetic, enthusiastic with a strong desire to succeed
- Experience of export licenses, documentation, controls, and compliance would be beneficial.
- Valid UK Driving License

Must be eligible to achieve HMG security clearance (British Citizen and have resided in the UK for the last 5 years)

In exchange we offer:

- 34 days of annual leave, including Bank Holidays
- 3% Employer Pension Contribution
- Life Assurance x 3
- Income protection scheme
- Private medical cover
- Cycle to work scheme

If you are interested in applying for the vacancy, please forward on a CV and a covering letter to HR at jobs@permali.co.uk