

Regional Sales Manager UK / Head Of Sales / Material Handling Equipment

Based near Birmingham

Probst Handling and Laying Systems is looking for an enthusiastic and dynamic driven sales professional with a keen interest in both managing a sales team and concerning commercial issues. This is an excellent “**development**” opportunity to make your mark in a growing business.

Person Specification

A degree-educated individual (mechanical engineering) is ideal although this is by no means essential. The ideal candidate will be experienced in selling complex mechanical solutions within the Business to Business sector and must be able to develop and drive relationships forward with sales partners and distributors and major end users (not consumers). The candidate must have a real passion and proven ability for business development and should be flexible and adaptable to the changing needs in what can be a demanding environment. Willing to travel all over UK, you will be required to have a full clean driving licence. A good communicator and comfortable giving technical and commercial presentations to panels of customer's staff. Must live within a commutable distance to Wem, Shropshire.

Company Profile

For more than 45 years *Probst Handling and Laying Systems* is an innovative and leading company in the development and production of state-of-the-art handling and laying machines, equipment and tools with the headquarter based in Germany. The constant proximity to the customers is ensured by a dense network of distribution partners and sales offices all over Europe. Qualified and skilled representatives stand for the presence on the world market. Customer satisfaction has top priority. Top quality and reliability putting experience into practice have established the machines and equipment with the reputation of an excellent brand in more than 100 countries all over the world.

Job Profile

As the Regional Sales Manager UK and Ireland, you will have many responsibilities, of which you will need a proven track record, to be successful in this role. The monitoring of KPI's and P&L analysis must be a strong skill set you possess. Purpose of the role is to maximise regional sales in all business disciplines via optimum individual performance of the sales team. At all times displaying strong leadership and a motivational management style which encourages individual and team performance. The role will involve visiting customers and selling the companies capabilities/products whilst being responsible for both the sales team and the companies turnover in UK. So if you are a hands on sales manager, or an area sales manager who is ready for the next step this is your chance to be part of a growing global company with unlimited opportunities.

The successful candidate can expect a base salary plus bonus plus company car.