

We're hiring...

International Sales Manager – Laser Marking (sector experience not required) with excellent career opportunities, Home based anywhere in the UK with a requirement to attend the Shropshire head office when required and occasional international travel.

We have an exciting opportunity for an International Sales Manager to join a forward thinking, progressive and leading supplier of Laser Marking, Engraving & Coding capital equipment. We offer a UK made product with a USP. We are looking to further grow our international business via Distributors / Resellers and require an International Sales Manager to help us achieve this. The role will have a blend of new business development and account management.

We are keen to hear from candidates with international sales experience, preferably with an understanding of distributor / reseller channels. Any industry sector background considered as full product training will be provided and the role will have the full support of a technical team.

The role

- Account Management of the current small number of international distributor / reseller partnerships to develop the relationships and support growth.
- New business: Identify and engage new distributor / reseller partnership opportunities via a consultative sales approach. The role will involve pitching the technical product offering as well as the commercial partnership opportunity.
- Account management of new distributors once converted. Nurture and develop the relationships to achieve successful growth.

Candidate Requirements

- Previous experience in an International Sales Manager / International Account Manager or similar role.
- Preferably have reseller / distributor experience / knowledge
- Experience of selling a technical product / solution would be advantageous but is not essential as any sector background will be considered.
- Excellent relationship builder with a consultative sales approach
- Able to demonstrate a record of sales success and a hunger for sales and business growth.
- Able to attend the Shropshire Head Office when required (particularly at the start of the role to gain company / product knowledge). Able to travel internationally on occasion when required.

The company

A subsidiary of a larger group which is a well-established, dynamic, modern and experiencing continued growth.

If this sounds like the opportunity that you have been looking for **or** if you know someone who would be suitable then please apply by sending your CV to HR@needham.group quoting NLTISM in the subject line.