

**Job Title:** Technical Sales Manager

**Location:** Leighton Buzzard, UK + remote

**Job Type:** Full-Time, Permanent

**Salary:** £40,000.00 - £50,000.00 + bonuses

**Reports To:** Sales Director / Managing Director

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## Job Summary:

We are seeking a driven and technically proficient **Technical Sales Manager** to lead and grow our sales efforts within the UK and selected export markets. As a key member of the commercial team, you will be responsible for managing existing customer relationships, identifying new business opportunities, and providing expert guidance on our technical product range. This role is ideal for a commercially minded professional with a solid technical background in manufacturing or engineering.

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## Key Responsibilities:

- Develop and execute a sales strategy to meet revenue and growth targets across the assigned region or sector.
  - Identify and pursue new business opportunities through market research, lead generation, and client outreach.
  - Act as the primary technical point of contact for customers, offering solutions-based advice tailored to their requirements.
  - Prepare and deliver detailed product presentations, technical proposals, and quotations.
  - Collaborate with engineering, production, and product development teams to provide customer feedback and support custom projects.
  - Build strong, long-term relationships with key clients, specifiers, and decision-makers.
  - Attend industry events, trade shows, and customer meetings to promote the company's products and capabilities.
  - Maintain accurate records of sales activity, forecasts, and customer interactions using CRM tools.
  - Stay up to date with industry trends, competitor products, and emerging technologies.
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## Requirements:

- Proven experience in technical sales or business development within a manufacturing, engineering, or industrial environment.
- Strong understanding of technical products, specifications, and customer requirements.



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- Excellent communication, presentation, and negotiation skills.
  - Ability to interpret technical drawings and documentation.
  - Self-motivated, target-driven, and able to manage time effectively.
  - Full UK driving licence and willingness to travel regularly.
  - Proficiency with Microsoft Office and CRM software.
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## **Desirable:**

- Degree, HNC/HND, or equivalent qualification in Engineering, Manufacturing, or a related field.
  - Experience selling bespoke or engineered-to-order products.
  - Knowledge of UK and European manufacturing sectors.
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## **What We Offer:**

- Competitive base salary plus commission/bonus scheme.
- Company car or car allowance.
- Contributory pension scheme and standard employee benefits.
- Ongoing training and professional development opportunities.
- A key role in a growing UK manufacturer known for quality, innovation, and customer service.



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