

ATI Job Profile

UK Technical Sales Manager

Location: Cambridgeshire, UK

The Technical Sales Manager is responsible for supporting and expanding existing key accounts and developing new accounts within the UK across ATI's entire product line. This position requires a strong technical background in automotive electronics to fully understand clients' needs and projects.

This professional will call on existing and new prospective automotive customers, provide technical product information and demonstrations, create customer quotes and help improve overall product quality and customer relationships. In addition, the Technical Sales Manager will gather and analyse sales, customer and market information and must have 1-3 years of successful sales experience, demonstrating that they have met assigned sales goals and fulfilled various report requirements.

Responsibilities

- Forging strategic relationships and developing sales volume with new accounts.
- Preparing sales plans and presenting technical demonstrations.
- Participating in seminars and product trade shows.
- Creating sales quotations and proposals.
- Supporting customers with pre- and post-sales information and assistance.
- Providing timely feedback to Engineering as input for new feature/product requirements.
- Willing to travel within the UK region to the customer's location.
- Work with global sales and support team to develop and maintain customer information in a common customer relationship database.

Qualifications

- One year of strategic and tactical selling experience.
- A thorough understanding of the automotive control system development process, including but not limited to control system design, function prototyping, testing and calibration.
- Excellent written, verbal and interpersonal communication skills with the ability to establish strong customer relationships.
- Ability to work in a fast paced team environment and to negotiate and communicate decisions.
- Self-starter with positive disposition to growth and change, capable of working on their own initiative.
- Must be presentable, well organized and detail oriented.

Education/Experience

- BS in Engineering preferred. 3-year degree and strong motivation for sales required.
- Minimum of 1-3 years of engineering experience is desirable.
- Minimum of 1-3 years of sales and support experience is desirable.
- Previous experience as a field application engineer/technical sales a plus.
- Experience with engine and/or vehicle calibration activities a plus.

Candidates who meet the preceding qualifications should email their CV to hr_uk@accuratetechnologies.com, including salary/package expectations.