

EXPORT SALES MANAGER

Due to its developing global presence and controlled growth, Amarith Ltd is seeking to recruit a dynamic UK and Export Sales Manager to strengthen its team and continue the expansion of its existing business.

For this critical role, the successful applicant will be based from a home office and spend up to 80% of their time travelling to support the strategic growth of the company. Focus will initially be targeted towards both UK and European customers supplying to international and domestic oil and gas projects. They will be expected to develop key customer relationships, identify opportunities and deliver sales orders to target. It is foreseen that the appointee eventually will take on, and develop, further territories for the Company and support continued growth targets, in line with the company's strategic goals.

The successful candidate will have a mechanical engineering background alongside a proven track-record of selling capital equipment into the international petrochemical, oil and gas industry. Ideally, they will have some previous experience of centrifugal pumps or rotating machinery, be highly ambitious and be looking to forge a significant role in a dynamic, forward thinking manufacturing company.

For further information about the position, please see below.

The Job Profile outlines the main duties and responsibilities for this position and details the skills, knowledge and experience required to be fully competent in this role. However, we do not expect candidates to demonstrate all of these attributes on application, as on-the-job training will be provided. Please refer to the Person Specification, which identifies the essential and desirable requirements for this post.

Amarinth encourages its employees to develop and grow with the company and offers a clear career path to those wishing to advance within the company. Our greatest asset and most important resource are our staff. We focus on their wellbeing, happiness and safety as a priority over everything else. To be true to our core values, company vision and our overall mission, we maintain and promote the mental health and wellbeing of all of our staff as a priority. For full details, please look at <https://www.amarith.com/amarinth-careers/looking-after-our-people/>

If you would like to apply for this position, please complete an online application via the Careers section of the Company website at <https://www.amarith.com/careers/>.

▼ Job purpose & KRAs

Details

Title Export Sales Manager

Reports to Senior Sales Manager

Job purpose To Identify new, and develop existing, sustainable International opportunities in accordance with agreed plans and targets, in order to support the strategic growth of the Company.

- Key Result Areas
1. Successful identification and development of agreed territory markets with sustainable sales revenue.
 2. Delivering to sales order target per annum. 10% year-on-year growth.
 3. Effective management and planning for customer visits, target visits and visit reports - weekly.
 4. Managing customer registration and approved vendor status for new and existing customers and territories.
 5. Completion and fulfilment of target territory daily workload and maintaining up to date enquiry forecasting and follow-ups.
 6. Effective management of time to ensure maximum return on invested time with customers.

▼ Duties and responsibilities

Details

- Individual
1. Generating sales orders through active customer engagement and project tracking.
 2. Effective management of sales enquiries, review, interpretation and suitable product selection.
 3. Coordination of strategic project tracking and ensuring activity is undertaken when necessary by other members of the international sales team.
 4. Customer interface through quote follow-up and technical/commercial quote clarifications.
 5. Day-to-day management of the customer-database and own workload.
 6. Reporting and forecasting of activity within the targeted region(s).
 7. Accountability for the monthly sales forecasting of the targeted region(s).

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8. Effectively conveying information about the Company's products and services to appropriate customers.
 9. Negotiating commercially attractive orders through sales cycle to the company's benefit.
 10. Representing the Company positively at all times.
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Supervisory

1. None applicable
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Other

1. Effective International travel, planning and cost management.
 2. Maintaining company car in accordance with policy.
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▼ Person Specification

Details

Job title	Export Sales Manager
Salary	TBA
Reports to	Senior Sales Manager
Hours of work (Total)	Full Time 37.5 hours per week

▼ Competency requirements

Key Competencies	How often required to successfully fulfill day-to-day role						
	Never	Sometimes	Moderately	Regularly	Frequently	Often	Always
Working together					X		
Communicating				X			
Valuing People				X			
Analysing, Understanding and Deciding						X	
Planning and Prioritising					X		
Demonstrating Resilience						X	
Integrity				X			
Contributing to Change					X		
Self-Determination							X
Leadership					X		
Customer Focus				X			
Business Excellence					X		

▼ Other requirements

	Minimum requirement	Desirable requirement/potential
Qualifications	<ul style="list-style-type: none"> 5 x GCSEs, grades 4-9, ideally in mathematical or science subjects (or international equivalent qualifications) 	<ul style="list-style-type: none"> 2 x A levels, grades A-E, ideally in mathematical, science or business subjects or an Engineering Qualification, HND or International equivalent.
Experience	<ul style="list-style-type: none"> Background in mechanical engineering. International export sales in capital equipment. Developing effective customer relationships and developing new markets. Ability to read and understand detailed specifications. The preparation of tenders, sales presentations and effective delivery. Business development. Effective contract negotiation. 	<ul style="list-style-type: none"> International export sales within the petrochemical, oil and gas industry. Understanding of international standards which are relevant to petrochemical, oil & gas markets, e.g. API. Mechanical equipment sales in API centrifugal pumps
Circumstances	<ul style="list-style-type: none"> Available to take up position with the Company, if offered the role, within 3 months. 	<ul style="list-style-type: none"> Available immediately.

Note

Whilst the above depicts the ideal candidate, Amarith is aware that many applicants will not currently possess all of the requirements. However, Amarith is committed to the continuous development of all its employees and will be looking for an applicant's potential to meet the requirements within 2 years. The company requires new employees to engage constructively and effectively with their Personal Development Plan, in order to demonstrate a significant level of progress in their first year of employment, and for it to be continued for the duration of their employment with the company.