

Job Title: End User Client Manager SPS – Manufacturing

Reporting to Head of End User Sales (Commercial / Public Sector)

Department: Sales

Salary: Competitive + Commission + Company Car

Here at Brother UK, we truly believe that our people are what make the difference. We live and breathe our 'At Your Side' ethos, with a commitment to a sustainable approach to business, ensuring minimal impact on the environment through our "At your side 2030" vision, and investing in our workforce to develop and nurture our talent ensuring we are fit for the future.

This is a great opportunity to work for an Investors in People Platinum accredited organisation, who sell their products in more than 100 countries.

You will understand and be responsible for the commercial elements of new and existing business opportunities within the Manufacturing market, including visibility of pipeline within the Brother CRM systems, keeping all key stakeholders informed at the relevant stages of the buying cycle, whilst maintaining overall ownership of the opportunity.

You will ensure professional standards of conduct and performance are always met to achieve profitable sales across our Specialty Printing Solutions (SPS) category, creating, progressing and closing new business opportunities specifically within the Manufacturing vertical marketplace. The Brother SPS thermal printer range deliver market leading value, choice and quality across a variety of supply chain applications.

Main Tasks

- To achieve set company targets (revenue & units)
- Promote and grow Brother sales and new business opportunities into the Manufacturing vertical through End User and Reseller Partner engagement.
- Develop a thorough working knowledge of all SPS category products, specifically within the Manufacturing vertical
- Work with product management and key stakeholders in the development of customer presentations and proposals.
- Provide ongoing feedback to the business on competitor and market trends.
- Build, develop and demonstrate positive multilevel relationships within End User clients, distributors, resellers, partners and colleagues.
- Educate & inform, using consultative selling techniques, to scope out a customer's detailed requirements and to offer a Brother solution covering our product, services and consumable proposition
- Be comfortable with extensive travel across the UK covering customer visits, exhibition attendance and industry events

Requirements

Essential

- Proven experience in the Manufacturing vertical
- Experience of placing Hardware or solutions into Manufacturing vertical
- New business development skills
- Organised approach
- Excellent communication skills, both written and verbal
- Full clean driving licence

This is a fantastic opportunity and interested candidates should email a detailed CV to Lauren.Mccoll@Brother-uk.com