



MATRIX
GRINDING
TECHNOLOGIES

MATRIX MACHINE TOOL (COVENTRY) LIMITED
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Area Sales Manager

Matrix is currently seeking an Area Sales Manager to cover their UK and part Export region, selling their range of machines to a wide variety of clients.

REF: ASM2017

Company: Matrix Machine Tool (Coventry) Ltd

Location: Coventry & Overseas Travel Required

Salary: Competitive (Dependant on experience)

Position Type: Permanent

Contract: Full Time

With a unique offering in a niche market and a world renowned brand the sales approach of this company is to work closely with our clients, sometimes through agents to clearly understand the requirements and provide the best solution and return on investment. Given the cost and timescale of sales you will need to be technically proficient in machine tools and have experience of selling high cost solutions.

Responsibilities

- Planning and preparing exhibition budget sheets
- Organise and prepare exhibitions to promote Matrix Machine globally
- Maximise Sale opportunities at our exhibitions
- Ability to produce quotation for customers and meet project deadlines
- Securing orders from national and international accounts
- Manage and progress orders, from national and international accounts
- Contributing to team and own effort by accomplishing related results/KPI's as needed
- Ability to manage face to face and over the phone potential sales leads
- Researching and contacting new sales leads
- Provide potential customers with technical advice about the machines specifications.

This position requires a well-motivated, confident and proactive sales professional who can demonstrate the following attributes;

- Excellent communication skills both verbal & written
- Strong team player and able to work on own initiative
- Able to multi task and prioritise own work load
- Have the ability to work under pressure
- Highly motivated sales professional with a proven track record of negotiation and securing new business

Your current role should be: -

Area Sales manager, Sales Executive, Sales Manager, Account Manager

Any of these positions will translate, but selling relative products into manufacturing is a must, examples of related product ranges considered include- Machine tools, cutting tools, tooling and consumables, work holding, and machining capacity.