



AGENTS FOR Diamond
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JOB DESCRIPTION

JOB TITLE: TERRITORY SALES MANAGER

FUNCTION: DEVELOPMENT OF THE DIAMOND FIBRE OPTIC BUSINESS
NORTHERN AREA

REPORTING TO: ROBERT CARR – MANAGING DIRECTOR

Overall purpose of the job: Generate new and develop existing sales opportunity for the Diamond portfolio in the Northern Sales Territory

1. Key Aspects of Job:

- Identify sales opportunities for the Diamond products
- Gather market intelligence to guide business planning.
- Support the ongoing process of increasing fibre optic expertise in the business
- Maintain good relations with Diamond SA
- Business development including commercial tendering.
- Meet customers on a regular basis
- Project planning.
- Adopt Continuous Improvement & Service culture
- Problem solving / Trouble-shooting.

2. Key Responsibilities:

- Work closely with the Sales Manager to develop new business and maintain existing business for the company.
- Account management of current customers ensuring customer satisfaction.
- Hold regular meetings with prime customers.
- Secure profitable sales to support the business plan.
- Preparation of quotations/tenders for existing and potential. Ensuring customer receives quotations expeditiously.
- General marketing of the company by the web site, mail shots, brochures and attending seminars, exhibitions etc.
- Liaise with customers on a regular basis seeking evidence of company performance
- With support from the Sales Manager, keep an up to date knowledge of the Diamond products and services

3. Essential personal requirements

- Proven sales track record in a technical field.
- Production engineering qualifications/skills/knowledge.
- Excellent Communication skills
- Experience of working with a range of customers from Sole Traders to Blue Chip Corporations.
- Commercial awareness – understanding and interpretation.

- IT skills to enhance recording, analysis, and presentation – Excel, PowerPoint, Microsoft Project.
- Motivated Self Starter
- Able to prioritise tasks and personal planning – lateral thinking.
- Self development
- Self disciplined.
- Understanding of Quality Control and Quality Assurance.
- Full Driving License

4. Desirable personal characteristics:

- Experience in Fibre Optics or Photonics
- Knowledge of conducting business with the following sectors:
 - Gas & Oil
 - Aerospace
 - Medical
 - F1
 - Defence
 - Telecoms
- Being able to deal with competing demands.
- Possess ability to consistently generate new ideas to contribute to business performance and the drive and enthusiasm to deliver.
- Clean Driving License

The jobholder must participate with the Owners in setting policies and achieving strategic goals. The jobholder must also be flexible in all aspects of the job, and must contribute at all times when required, to meet the needs of the company. The specific responsibilities set out above reflect the main duties of the role described, however, as the company develops, these may alter.

TERRITORY: North UK

LOCATION: The successful candidate must live in the North of the UK

PACKAGE: Attractive basic salary and uncapped commission. Car allowance and business tools.

Applicants should apply in writing with a CV to Rob Carr, Managing Director. E-mail: rob.carr@cicorel.com

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