

Job Title	Sales Manager UK
Reporting to	Group Commercial Director
Direct Reports	Regional Sales Manager, Customer Services Operative
Scope of the role	Set and manage the sales strategy for the UK market. Acquire, manage and mature key strategic accounts in the United Kingdom for the BT Group.
Purpose	
Oversee the development and delivery of new sales and existing high profile accounts to strategic customers in the United Kingdom.	
Key Accountabilities	
<ul style="list-style-type: none"> • Develop and deliver customer sales strategy and ensure timely monthly reporting to the Group Commercial Director and Board. • Set, maintain and deliver a challenging forecast for your customer group and generate margin in line with forecast. • Lead the UK sales team, setting clear and measurable objectives and ensuring they are supported to achieve these. • Identify new opportunities for CV and PC products through existing and new sales channels. • Work with Group Commercial Director and marketing teams on brand positioning through the use of targeted marketing strategies. • Build strong director and senior level relationships and discover deep commercial rationale for the opportunities that you identify. • Collaborate with internal Subject Matter Experts to build compelling customer proposals. • Take ownership of existing high profile accounts to drive and deliver customer experience and make BT Group a truly customer-centric business. • Work closely with the key stakeholders, manage resources, liaise with the marketing team on product strategy and channels, and provide expert advice for major campaigns. • Keep the relevant reporting and software systems up to date with leads, opportunities and tenders. • Lead and complete tender processes in given markets. 	
Qualifications	
Desirable:	
<ul style="list-style-type: none"> • Degree educated in relevant technical engineering subject. • Sales or Marketing qualification 	
Technical Skills/Experience	

- Time served experience in technical automotive sales role.
- In depth knowledge of CV, LCV and PC automotive braking products and industry.
- Proven ability to negotiate profitable sales in existing and new customer channels.
- Excellent organisation and prioritisation skills.
- Strong IT skills being proficient in Microsoft Office and CRM systems.
- Very strong forecasting and reporting capability.

Key Competencies

- Takes initiative and accountability for own actions to proactively deliver what is required
- Demonstrates flexibility and adaptability to change, with the ability to effectively communicate and support teams with business changes.
- Identifies and commits to personal development goals for self and team, identifying areas for continuous improvement
- Demonstrates strong communication skills with the confidence to effectively interact with internal and external stakeholders across the business.
- Maintains a positive attitude and a strong sense of opportunity during times of turbulence.
- When faced with ambiguity, finds solutions and ways to move forward.
- Assess problems and analyse the options to find solutions.
- Proven ability to consistently meet deadlines and deliver under pressure.
- Demonstrates critical thinking and ability to analyse and challenge information.
- Demonstrates organisation and prioritisation skills in managing and delegating volume and variety of work.