

## UK Sales Manager

### JOB DESCRIPTION

(Release date 27/10/11)

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#### Company Technical Profile

Thermoteknix Systems Limited is a successful, international award winning company which has been established for over 25 years. We pride ourselves on being a friendly and successful, hi-tech, innovative Cambridge based company, supplying a world-wide market. We are a medium sized company engaged in the design, manufacture and sale of hardware and software for the thermal imaging and infrared industries.

Thermoteknix designs and manufactures infrared cameras and modules for security, aerospace, military and industrial applications, in small to medium volumes. Products range from heavily engineered industrial water cooled cameras for furnaces, to miniature infrared cameras for unmanned aerial vehicle (UAV) applications. We supply both complete on line systems and subsystems or subassemblies for integration by OEM third party system builders and integrators into their own product ranges.

#### Candidate

We are now looking to recruit an experienced **UK based Territory Sales Manager** to join our busy sales team. This position will be based at our Head Offices in Waterbeach, just North of Cambridge, although distance working will be considered.

#### Work Profile

Reporting to the Managing Director, you will be responsible for sales in the UK and specific overseas English speaking territories including South Africa. Selling directly to large companies including MOD, you will be required to negotiate sales at all levels within an organisation. Dealing with sales leads, you will be responsible for the sales cycle from lead qualification through to sales closure and post-sales training and support. You will be required to prioritise and document your sales activities and will have a high degree of autonomy within a supportive team. Additional duties include producing quotations for customers, marketing support, attending exhibitions and producing regular reports on a monthly basis.

## **Experience Required**

Minimum of two years direct sales experience in a Business to Business environment, and a proven "Closer". Experience of selling military products or to Defence organisations is beneficial. Engineering or technical background. Self motivated and able to work with a minimum of supervision. Experience of selling high-value technical products in a competitive market place is essential. Must be able to demonstrate experience of success in fostering trust and building relationships at all levels within an organisation. PC literate with experience of selling products with substantial software content.

## **Commission**

- Commission - Sales commission will be payable (excludes agent/sales commission, shipping and commissioning). Commission is payable with wages in the month following receipt of payment from the customer (subject to you being currently employed by Thermoteknix on that date).
- Transfer of commissions from existing quotations will be done by mutual agreement on the basis of expected invoiced sales during the first 12 months following the three month probationary period.

## **Other**

Excellent salary plus commission & company car  
Free on-site parking  
Staff company pension scheme  
Life Assurance (when joining the pension scheme)  
Childcare voucher scheme  
23 days annual holiday (3 days to be taken over Christmas) + public holidays  
Long Term Service Awards for employees  
Summer and Christmas company events  
Normal working hours will be 37½ hours per week  
The successful applicant will report directly to the Managing Director

[www.thermoteknix.com](http://www.thermoteknix.com)