

## Regional Sales Manager (South)

### POWER & DISTRIBUTION TRANSFORMERS

This is a fantastic opportunity for an experienced, dynamic sales professional to join the sales team of an established family owned business based in Leeds. Wilson Power Solutions are a leading manufacturer and supplier of electrical power distribution equipment and pioneers of super low loss amorphous transformer technology. Our flagship product saves money and energy, cuts carbon and offers an innovative solution to the worldwide challenge of reducing energy wastage.

**The Role:** Reporting to the Head of Sales & Marketing your key responsibilities will be:

- Develop, manage and maintain the existing customer portfolio and relationships
- Identify and maximise new sales opportunities
- Achieve the sales targets and KPI's for the region
- Review customer enquiries, including project specifications, schematic & single line diagrams.
- Provide timely and accurate quotations, in line with the customer and company expectations, including collaboration with 3<sup>rd</sup> party suppliers and contractors where necessary
- Prepare annual business and account plans for key customers to focus on sales activity and marketing support for the area
- Manage day to day customer requirements, including responses to commercial and technical queries
- Proactively use and maintain the CRM database
- Attend pre and post order meetings, at both customer sites and WPS office.
- Review, when required, the suitability of Customer Terms and Conditions in order to maintain the WPS commercial position.
- Be the primary point of contact for selected customers identified as key accounts within your geography.
- Collaborate with key internal departments, including engineering, production and accounts to ensure the customer expectations are maintained.
- Attend and present at both client meetings and Company events; exhibitions and CPD's across the UK, Europe and Worldwide
- Be available to work when required, to meet the business demands

#### To Succeed you will have-

- A proven sales track record within the Electrical Power Supply Sector
- A natural ability to build rapport with a hunger for success
- A confident and dynamic personality
- Demonstrate excellent communication skills at all levels
- Industry knowledge in the Electrical Power Sector is essential, ideally in transformers
- Be positive, forward-thinking and proactive
- Hold a full UK driving licence
- Electrical engineering background or qualification
- Must be flexible as UK and international travel forms part of the role.

#### Salary and benefits:

- Salary negotiable
- Car Allowance
- 25 days holiday per year plus bank holidays
- Employee Benefit Programme
- OTE Bonus Scheme
- Pension
- Free Parking on site

Please email your CV along with a covering letter detailing your current salary to the HR Manager, [hr@wilsonpowersolutions.co.uk](mailto:hr@wilsonpowersolutions.co.uk). Closing date for applications is Wednesday 29th May. All applicants must be able to demonstrate their right to work in the UK. No Agencies