

Job Title:	Engineering Services Sales & Marketing Manager	Reports to:	Engineering Services Business Manager
Department:	Engineering Services	Security Type:	SC
Location:	STS Defence Ltd Gosport	Travel Required:	UK & abroad

Job Purpose:

Responsible for achieving profitable sustainable growth through the delivery of Engineering Services sales from new and previous customers to agreed time and financial performance parameters.

Requirements

Candidates will ideally be degree qualified (or possess suitable experience in lieu of qualification), and have experience in the sales and marketing of Engineering Services.

Candidates must be able to demonstrate:

- Effective client management and communication skills
- Bid team leadership
- Commercial awareness and strong financial management skills
- Technical awareness
- Adaptability
- Innovative thinking.

Duties:

- Work closely with Business Development Managers to achieve profitable sustainable growth for the business.
- Develop Sales and Marketing strategy for the business.
- Develop a systematic approach to new business development
- Take ownership of CRM for the business, ensuring all sales activities are planned, logged and reported upon.
- Achieve order intake that meets strategic goal for profitable sustainable growth
- Attend exhibitions and seminars, representing the company.
- Understand and monitor how the customer measures the company
- Establishing new relationships and improving existing relationships
- Demonstrate a sustainable opportunity pipeline
- Provide weekly reports showing contact and progress with new and potential customers
- Analyse customer and competitor requirements and positioning
- Carry out all CSIP actions effectively and on time.

Skills/Qualifications:

Background qualification in engineering
 Good working knowledge of the Defence Market
 Technical Sales experience
 Experience of MoD procurement cycle
 Commercially astute
 Excellent communication and relationship building skills

Additional Information

- SECURITY – All candidates must be in a position to obtain UK security clearance to SC level. Additional restrictions may apply on certain defence programmes

Reviewed By:

Approved By:		Date:	
Last Updated by:	A Mackinnon	Date:	22/11/2011