



Job Title:	Manufacturing Services - Sales Manager	Report To:	Head of Sales & Marketing
Department/Group:	Sales & Marketing	Security Type:	SC
Location:	STSDefence Ltd Gosport	Travel Required:	Yes
Level/Salary Range:		Position Type:	Full Time

Job Description	
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Job Purpose:

STSDefence Ltd is a sub-contract Manufacturer and Engineering Service Provider based in Gosport Hampshire. We now have a requirement for an additional Sales Manager with a background and proven track record in the Defence and/or Aerospace Markets for electronic and electro-mechanical manufacture. The role will be highly concentrated on generating new opportunities, alongside developing and increasing sales through our existing accounts. Reporting to the Head of Sales & Marketing, you will be responsible for achieving profitable sustainable growth through the delivery of Manufacturing Services sales from new and previous customers. As an integral part of the business winning function you must be a team player, with a clear commitment to achieving goals and deadlines, while demonstrating a flexible and 'can-do' attitude. Good communication and organisation skills are a pre-requisite for the role.

Roles and Responsibilities will include:

- Prospect and identify new customers. Develop a good knowledge of customers' product lines, risk assess competition and secure opportunities applicable to the company's core capabilities and business plan.
- Successfully manage and develop an already established client base.
- Develop and qualify a list of target accounts and opportunities.
- Manage and report on full sales cycle.
- Own and drive target pipeline development and growth.
- Identify and satisfy customers' requirements, within key and existing accounts. Visit monthly and report on customer activity in addition to exploiting opportunities for new business and organic growth.
- Identify key influencing contacts within the customer and develop relationships at all levels of the customers organisation (VP's, Directors, Purchasing, Engineering, Quality, Sales & Marketing).
- Obtain competitive information related to the account in general or specific projects to enable greater conversion and win. Determine procurement sequence from specification through to order placement.
- Report status of customer and competitor activity on a regular and timely basis.



- Prepare and maintain an up-to-date sales forecast by account, ensuring accurate information is provided to support business requirements.
- Co-support all aspects of marketing including, website development, quarterly newsletters, networking events, conferences and exhibitions.
- Provide input into bid register and provide regular reports, updates, progress and status of all estimates and quotations.
- Support the continuous review and improvement of all aspects of business winning function based on lessons learnt, feedback and experience.

Qualifications, Experience And Skills:

- Proven sales experience, with a background in electronic and electro-mechanical manufacturing, ideally with a Contract Electronic Manufacturer.
- Candidate should have previous experience within the military/defence, aerospace or electronics manufacturing industry
- Good attention to detail; maintaining our high standards for delivery, quality & accuracy.

Competencies

- Proven success in developing and winning orders with new customers.
- Demonstrates good written and verbal communication skills.
- The candidate must be proficient in MS Office applications.

Behaviours:

- Confident, with 'can do' attitude, and demonstrates strong belief in own ability to succeed.
- Good organiser, able to resolve problems and manage conflicting priorities.
- Professional, self motivated and self-disciplined, with the ability to work to tight and demanding timescales.

Reviewed By:			
Approved By:		Date:	
Last Updated By:		Date:	