

National Commercial Sales Manager at Numatic International Ltd, Chard

The National Commercial Sales Manager (NCSM) will be part of the UK Sales Leadership team reporting to the Commercial Sales Director. The NCSM will lead a team of Field Based Account Managers across the UK who deal with and manage the largest and most critical commercial distribution customers in this jurisdiction. Tasked with delivering the annual commercial budget across multiple product categories, the role requires strong Line performance management, Team development, KPI setting and role evolution.

The NCSM will continually, in collaboration with the Commercial Sales Director, review, refine and evolve the “go to market” strategy, review working practices and shape/implement initiatives to identify and deliver on sales opportunities.

The NCSM will work closely with the various Account Managers to support growth initiatives and act as the escalation point for customer opportunities and issues.

The NCSM will cross functional boundaries, using substantial negotiation skills and contribute significantly to the work of the department; accountable for influencing and advising middle and senior managers on innovative solutions, feeding back on the progress of strategies, product development and future markets, whilst working proactively on measuring customer satisfaction and improving services. May be major peaks of pressure.

The NCSM will take ownership of delivering against targets and timelines to achieve plans and follow problems through to resolution whilst developing and implementing strategies, undertaking complex procedures that will support continuous improvement and contribute to the work of the department whilst supporting the celebration of local successes.

Main Responsibilities:

- Based on strategy and personal objectives, create and communicate a strategic Distribution roadmap for growth, continuous improvement and effective processes within the UK
- Be an inspirational leader to a team of Face to Face Account Managers creating a plan to ensure that discipline is always working with and aware of the latest consumer requirements needed to deliver optimal solutions.
- Influence internal teams with customers’ needs to help enhance consumer commitment to the Numatic International brand.
- Create a departmental strategy, to ensure Objectives, Key Results are met and where possible exceeded.
- Form a strong working relationship with all stakeholders, stay abreast of competitive activity, market data and other developments that directly influence the distribution arena.
- Support the Commercial Sales Director on business improvement projects to support activities that impact own job or that of the team.
- Use substantial influence and negotiation skills to collaborate with internal teams.
- Collaborate with Marketing and Communications team to influence and provide insight into development of assets, tools and strategies to win, develop and retain business over multiple time horizons and through multiple media solutions ranging from roadshows, social media and compelling ‘impact’ presentations.
- Collaborate with the Research and Development team to support with product evolution and existing developments.
- Collaborate with Aftersales and Product Management team to optimise lease, tele-metrics and service solutions to ensure customers’ needs are met whilst driving incremental commercial opportunities.
- Engage with internal specialists and customers to support continuous improvement through innovation, commercialisation and business need.
- Be prepared to challenge and be challenged.
- Contribute to new business initiatives, projects and review and communicate the impact on business development activities. Use substantial creativity.
- Be responsible for the quality of service delivered to both internal and external stakeholders by own team.
- Ensure attention to detail, rectification of process errors and cost control are considerations on all aspects of activities and tasks.
- Represent your team with other internal and external stakeholders to ensure Organisational interests are properly represented and promoted.
- Fully implement all changes to processes, methodology, environment and practice within the department in a positive supportive manner.

About you:

- Significant progressive experience of working successfully in similar role providing inspirational leadership, driving direction and alignment with cross functional teams.
- Proven commercial growth in current and previous roles with the ability to identify opportunities for revenue generation and expansion of market share.
- Experience of successfully formulating market ideas and concepts with specialists.
- Experience in building, executing and scaling cross-functional programs within a continuous improvement environment.
- Knowledge and experience of analysing qualitative and quantitative data to measure impact and determine improvements.
- Robust understanding of commercial and customer relationships.
- Demonstratable experience of digital customer facing sales solutions, multi-channel B2B operations and increasing business through social media and other channels.
- Proven ability to operate strategically and tactically.
- Strong, prioritisation skills with ability to manage competing, conflicting demands.
- Ability to provide specialist technical support and guidance into all aspects of work.
- Strong influencing skills; robust creativity with attention to detail.

Salary: Circa £75,000 OTE

To apply please send your CV and covering letter to jobs@numatic.co.uk

