

Role Profile

Role:	Regional Sales Manager	Reporting to:	Sales Manager
Location:	Remote	Department:	Sales
Rev No:	0	Date:	20/12/2023

Overall Purpose:

To achieve profitable sales through active customer engagement, to develop technical sales enquiries, to promote products and services and maintain positive customer relations.

Key Responsibilities:

- To develop technical enquires, select pumps and prepare technical quotations.
- To build and maintain strong customer relationships.
- To visit customers to promote products, enhance Bedford Pump's reputation and develop business opportunities.
- Negotiate contracts to maximise value, minimise risk and achieve the optimum commercial position.
- Track capital projects and accurately forecast sales opportunities.
- Compiling reports on forecasts and communicate to all relevant stakeholders.

Person Specification – Qualifications and/or Experience required:

- Degree in mechanical or process engineering
- Experience with centrifugal pumps or rotating machinery
- A proven track record in capital equipment sales
- Strong engineering & technical knowledge (mechanical and electrical)
- Demonstrated ability to develop and close sales
- Experience in delivering client-focused solutions

Person Specification – Skills & Knowledge required:

- Ambitious, self-motivated and eager to contribute to company growth
- Resourceful, flexible and resilient
- Critical thinking and problem solving skills
- Excellent time and project management skills
- Attention to detail and adherence to deadlines
- Excellent negotiation skills, ability to influence at all levels
- Excellent communication skills, confident and professional
- Strong teamwork skills
- Value-based selling