



Sales Manager (German Markets)

Central Wire Industries UK Ltd., the UK's largest producer of stainless steel and nickel alloy based wires has an opening for a Sales Manager (German Markets) at the Head Office in Rotherham, South Yorkshire.

Reports to: Senior Sales Manager

Job Purpose:

To plan and carry out direct marketing and sales activities, to maintain and develop sales of stainless steel and nickel alloy round and profiled wire products, to our German speaking markets.

Key Duties and Responsibilities:

- Maintain and develop existing customer base in all German speaking markets through regular contact and customer visits.
- Development of new business in all German speaking markets through planned visits, market research and ongoing contact.
- Servicing of accounts – quotations / progress reports etc.
- Respond to, and follow up sales enquiries by email, telephone, and personal visits.
- Plan and carry out direct marketing activities - to develop new business within current market areas.
- Monitor and report on sales activities and provide analysis and relevant management information.
- Liaise and attend meetings with other company functions necessary to perform duties and aid business / organisational development.

Personal profile

- **Background:**
 - The candidate ideally should have a metals based background, preferably with knowledge of stainless steels.
 - Experience in the "Wire Industry" would be advantageous, but is not essential.
 - Fluent in German.
- **Personality:** Self-driven, with a positive outlook, and a clear focus on providing a high quality service. A natural forward planner who can work off their own initiative. A good communicator, keen for a new experience in a growing and dynamic international wire group. Able to work on their own or as part of a team.

- **Personal Situation:** The successful candidate will be expected to travel into Europe on a regular basis (minimum 8-10 visits per year). Must have clean or near clean driving licence.
- **Business and Selling Skills:** Must be an excellent face-to-face and telephone communicator. Able to demonstrate success and experience managing and developing customer accounts.

This is a fantastic opportunity for the right candidate to develop a growing market within a world class company, producing world class products.

Job Type: Full Time

Benefits

CWI UK Ltd offers participation in a Group Personal Pension Plan, Life Insurance, Death in Service Benefit and 26 holiday days (+ statutory days)