**Job Profile: International Sales Manager**

|  |
| --- |
| **Organizational setup** |
| Location: | TBC |
| Department: | Briggs of Burton Group - Sales |
| Reporting line: | Head of Sales |
| **Job focus** |
| As International Sales Manager at Briggs of Burton, you will be responsible for supporting the growth of the Briggs business globally by selling market-leading process engineering, stainless steel tanks, process equipment and full EPC Turn-key project solutions.You will be a self-starter with strong communication skills, providing sales leadership and strategic direction to support the company’s aggressive growth and business development strategy to meet annual turnover requirements.The role is focused on developing opportunities for the company and as required includes supporting the CLPT group sales effort across the world. The role will require extensive travel, identifying new customers, building relationships and driving sales for the group. |
| **Main tasks & responsibilities** |
| * Develop and maintain a trusting relationship with new and existing clients
* Ensure that all sales opportunities/enquiries are prepared, submitted and followed up in a timely manner.
* Create and execute strategic sales plan in line with Briggs’ vision to meet annual revenue targets
* Selected Key Account Management
* Implement new and develop future beneficial KPI’s to bring an improved sales pipeline and process to the team
* Input to annual forecast and budgeting as well as monthly/quarterly projection updates.
* Lead commercial and contractual negotiations to completion, in accordance with company rules
* Facilitate technical discussion between our customers and our business development and pre-engineering teams
* Act as a positive role model and provide leadership within the business, ensuring professional standards are maintained.
* Create opportunities by collaborating with the regional and global sales teams to maximize profit by up-selling or cross-selling for our wider group of companies within the CIMC Liquid Process Technology (CLPT) network
* Display innovate thinking and share ideas for continuous improvements
* Monitor and analyse market trends, competitors and customer feedback
* Identification of potential future markets and customers with development of strategies to approach new markets and customers.
* Promote our product and service offering at virtual and physical events
* Working productively to required timeframes and deadlines
* Working safely and adhere to company policies
* Working productively to required timeframes and deadlines
* Working with the highest level of integrity and professionally representing our group
 |
| **Desired Knowledge & Experience** |
| **Education:*** Degree qualified or equivalent in working experience
* Technical background in the Hygienic Process Design Sectors, eg Brewing, Distilling, Food, Pharmaceutical, Life Sciences
* English: Native speaker (other languages would be beneficial)
 |
| **Professional experience:*** A minimum of 10 years sales experience working in the food and beverage sector
* Working knowledge of a brewery and distillery (desirable)
* Understanding of project execution strategies
* Track record of lead generation, building relationships, and winning sales
* Be trustworthy & responsible
* Ability to adapt to new processes and practices
 |
| **Technical skills:*** Identifying opportunities, convert market insight into sales opportunities
* Strong commercial awareness.
* Influence and negotiate
* Ability to liaise with and proactively support existing teams.
* Excellent presentation skills
* Microsoft Office Suite: Word, Excel and PowerPoint
* Customer Relationship Management (CRM) system
* Driving license (required)
 |
| **Required competencies & behaviour** |
| * A positive attitude to growth
* Result driven, confident and dynamic personality.
* Be a collaborative team player and treat all work colleagues with respect and professionalism
* Communicate clearly and effectively
* Be flexible to the needs of the business
* Conduct themselves in a professional & punctual manner
* Confidentiality
 |
| **Remarks:** |
| N.B: This job description is issued as a guideline to assist you in your duties, it is not exhaustive. Due to the evolving nature and changing demands of our business this job description may be subject to change.You may, on occasions, be required to undertake additional or other duties within the context of this job description, and according to the needs of the Company. |