

Job Title | Sector Lead - Construction, Agriculture, Quarrying & Mining (CAQM)

Reporting to | Sales Manager

Location | Remote Working & Nylacast World HQ, Leicester, LE4 9LN

The Company

At Nylacast our purpose is to solve complex engineering problems for a safer and greener world. We are proud to be the world leader in the design, manufacture, and supply of engineered solutions, with a global brand presence and 9 worldwide locations.

Our engineered solutions can be found across the globe in applications such as offshore energy platforms, construction equipment and even designer furniture.

Following two recent business acquisitions our ambitions are high, and we are recruiting a sales sector lead whose ambition and drive match our own to deliver further growth and brand presence worldwide.

The Role

As the Sector Leader you will have overall responsibility for the sales of Nylacast solutions into the global CAQM Markets, with the backing of an internal, sector dedicated, team. Specifically you will exceed the annual sector sales target by:

- Spending most of your time within the prospect and customer environment in the UK and globally, building long term strategic relationships with key end user and tier 1&2 supplier personnel, including buying & engineering influencers
- Winning long-term supply agreements and frame contracts
- Finding and developing new opportunities by analysing processes, uncovering needs and presenting ways that Nylacast solutions can add value.
- Playing a pivotal role in providing world-class service to your customers before & after the sale by providing engineering guidance and assistance (supported by Nylacast's internal Engineering Department).
- Bringing out the best in your reports and peers, ensuring your team exceeds overall expectations
- Staying abreast of market conditions: including macro-economic and technology trends, customer and prospect market shares, competitor activity
- Developing and maintaining the sector business plan
- Attending trade shows & exhibitions where required
- Preparing internal papers to define costs, including any perceived capital costs, involving new work / projects
- Maintains records of all interactions in the CRM and champions CRM use across the team

Experience & Requirements

- Proven sales track record as a high achiever
- Extensive experience managing teams
- Excellent understanding of the CAQM Sector
- Excellent understanding of the routes to market with End Users and Tier 1 and 2 suppliers (ability to liaise with Procurement Managers/Directors, Engineering Managers/Directors to develop business relationships)
- Engineering/manufacturing background/experience is desirable
- Ability to analyse drawings, specifications, proposals & other documentation
- Excellent Communication skills
- MS Office, CRM and ERP system proficiency

The successful candidate must have a Full UK Driving Licence & be prepared to travel when required, being flexible and responsive in support of the business needs.

Nylacast operates Equal Opportunities and Non-Smoking Policies.

Ref No: SLCAQM21