

Job Title | Sales Manager – Viva Nylons

Reporting to | Sales Manager – Nylacast Engineered Products

Location | Viva Nylons, Leicester, LE5 0HJ **Hours** | 08:30–17:00 (Mon-Fri), 1-hour lunch

The Company

At Viva Nylons our purpose is to solve complex engineering problems for a safer and greener world. We are proud to be the UK's leading cast nylon-6 manufacturer, working with global partners to deliver our innovative range of semi-finished stock shapes.

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

As a trading division of The Nylacast Group, Viva Nylons are a crucial part of an award winning leader in the design, manufacture, and supply of engineered solutions, with a global brand presence and 9 worldwide locations.

The Role

The New Sales Manager will have overall responsibility for the Sales of Viva Nylon Materials, with the backing of an internal dedicated sales team. Specifically you will exceed the annual sales targets by:

- Spending most of your time within the prospect and customer environment on a global level, building long term strategic relationships with distributors and key end user, including key buying influencers
- Winning long-term supply agreements and frame contracts
- Finding and developing new opportunities by analysing processes, uncovering needs and presenting ways that Viva's materials can add value.
- Playing a pivotal role in providing world-class service to your customers before & after the sale
- 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 Sales 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 routes to market with Distributors and End Users (ability to liaise with Procurement Managers/Directors, to develop business relationships)
- Technical Material background/experience is desirable
- Ability to analyse 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 business needs.

We operate Equal Opportunities and Non-Smoking Policies.