



career opportunities

Business: PMES

Ref: 10/004

Location: Rugeley

Strategic Sales Manager – Transit

Job purpose

A vacancy has arisen for a Strategic Sales Manager to further develop the DC Traction business on behalf of the Transit Power Systems Business Unit of Ultra Electronics PMES. Reporting to the Business Development Manager, the successful applicant will be capable of identifying/leading/securing major bids so that the business unit's growth aspirations are fulfilled. The successful applicant will demonstrate a proven track record in engineering biased order capture, allied to an ability to produce credible marketing and sales plans.

Key responsibilities

- To develop the Transit Power business
- Qualify strategic Prospects and manage a portfolio of identified sales opportunities through the Sales Funnel to Order Closure
- Implement and promote the Miller-Heiman Strategic Selling Process within the business
- Personally control, develop and manage sales opportunities to successful closure so as to achieve order intake targets
- Evaluate potential new markets and/or opportunities and provide suitably justified business cases
- Qualifying identified Prospects to Above the Funnel order possibilities, securing appropriate requests for quotation
- Managing the bid process by Covering the Bases of Qualified Prospects in the Sales Funnel and delivering quality bids that meet with customers expectation
- Maintaining relationships with customers and progress bids following submission to identify the Best Few and successfully Closing the Order on behalf of the business unit
- Development and execution of win strategies and capture plans to secure the order intake required to satisfy the growth of the business to meet the Company's five-year plan
- Maintain liaison with a range of contacts within their designated accounts including, Prime contractors, and overseas Transit organisations to position the Company's products for future requirements
- Working with engineering during technical assessment of new business opportunities, influencing the direction of new product research and development
- Gathering market intelligence and maintaining records of relevant information on future projects, system Primes, competitors and future tender opportunities
- Preparation of marketing, advertising and publicity material as direct selling aids and assistance in the organisation of exhibitions with other members of the team
- Contribution to the 5-Year Strategic Planning Process

Personal attributes

- Business qualification (e.g. MBA/DMS etc)
- HND/degree in Electrical Engineering
- Proven track record of product knowledge based on relevant industry experience
- PC and keyboard skills
- Verbal, numerical and conceptual reasoning ability
- Knowledge of Target Account Selling or Miller Heiman
- Knowledge of PMES (or equivalent) business processes
- Bid management in a team based multi-skilled environment
- Customer relationship, presentation and negotiation skill
- Commercial judgment/full understanding of the sales process
- Experience of working in a high profile sales environment
- Experience of the Transit market is preferred
- Drive, self-motivation and a proactive approach

Applications should be forwarded to Human Resources at: vacancies@ultra-pmes.com

Closing date for application – 30 July 2010

Ultra Electronics is committed to equal opportunities and career development both within and across all businesses. If you are interested in the vacancy listed above, please speak to your Manager or local Personnel contact in the first instance.