

## **Job Specification**

Job Title: Marine Sales Manager

Responsible to: Sales Director

Date: November 2021

We are looking for someone to join the team, who has an established knowledge base of the marine industry within a technical sales/commercial capacity. This is primarily a sales role but with a technical aspect, so understanding of the marine applications would be preferred.

This role would be the lead person in driving the marine business forward.

### **Job Function Summary**

- This is a home/office based job, with up to 2-3 days per week visiting customers, which will include periods away from home, including weekend working.
- To sell profitable products offered by the company
- Oversee the sales performance of the marine market, to ensure growth
- To provide technical advice to customers on the correct selection of products to suit their application.

### **Key Tasks**

- You will be the key point of contact for the marine business within Engines Plus.
- To make regular customer visits and report to Engines Plus on customer and market activities, within the marine market
- The job will cover all market sectors, canal boat, leisure and commercial marine
- Visit both trade and general public customers.
- Assist the office, manning the phones, covering other areas when staff are on holiday, etc
- To make quotations and to negotiate prices in accordance with the guide lines laid down by Engines Plus Ltd.
- Load engine orders, as per the system laid down by Engines Plus
- To ensure customer specifications are correct
- To liaise with the parts area as and when needed to ensure customers are provided with adequate support
- To liaise and assist with after sales, especially with regard to warranty call outs, etc
- To maintain, support and identify new engine dealers, across all products, to allow for sales of engines, parts and equipment
- You will be expected to man all exhibition stands for both marine and industrial engine markets (this will mean periods away from home)

### **Subsidiary Tasks**

- To provide a certain level of technical support with each customer, and carry out installation checks as and when required with support from Sales Applications Engineer

*The Sales Applications Engineer will be responsible to ensure you and your customer have adequate technical support, he will have direct contact with the manufacturer and not yourself, to ensure you get the information needed, if we don't have it.*

- Engine deliveries
- To monitor competitor activity and report back to EPL
- To liaise with the MD, to ensure exhibition stands and advertising activities suit the market requirements
- Assist with setting up/dismantling and manning exhibition stand which will require working at weekends and bank holidays
- To report to EPL on new trends within the market
- Ensure your product knowledge is kept up to date, across all products
- To assist in ensuring customers' accounts are paid up to date or chase customers who are paying for goods on PFI.
- To maintain your company vehicle in top condition
- To undertake any other duties which may be required by Engines Plus Ltd
- Liaise with key suppliers

### **The Person**

The ideal candidate will have:

- A background in the Marine market, this may include B2B or B2C, preferably both
- Proven sales and account management experience
- An ability to "think outside the box" to provide solutions to our varied customer base
- Able to work under pressure
- Eager to learn and improve
- Excellent customer rapport building skills
- Target driven and self-motivated
- Willingness to travel
- Excellent written and verbal communicator
- Manage your time and costs effectively
- To deliver high standards of customer care by
  - Answering telephones promptly and politely
  - Responding to customers enquires, questions and demands
  - Acting in an honest and ethical fashion
  - Presenting a professional image at all times

### **Remuneration**

- A company vehicle or allowance
- Mobile Phone
- Land based phone at home, connected direct to the office phone system, via VOIP
- Laptop
- Bonus scheme, after qualifying period
- NEST Pension scheme, after qualifying period (3% contribution from the company)
- Salary – Will depend on experience