

UK Sales Manager

At SGM, we are moving in a high pace. Global activities in the entertainment and architectural industry are part of our everyday, which include our high quality and innovative LED lighting products touring with some of the greatest artists and bands of today.

Due to extraordinary growth of sales in the UK, SGM UK has a vacancy for a newly created sales position as UK Sales Manager.

This position will offer unique opportunities with accountability for the promotion and sales of SGM's products, services and solutions in specific areas under the direction of SGM UK and with close cooperation with the SGM HQ in Denmark.

You will be developing new sales opportunities and address the needs of established accounts. You will have a good foundation of knowledge in relation to offerings, applications, competitors and customers in order to develop and present winning value propositions for SGM's products and solutions. The positions include the responsibility for developing sales partnership relations and account penetration strategies to profitably grow the business.

You should have an open eye for cost optimizing processes and have a problem-solving approach to the customers' requests. We believe that you are the type of person that can finalize and follow-up on tasks even under periods with big workloads.

Working alongside the existing team in UK, the successful candidate will have extensive sales experience within entertainment lighting, including moving, generic and pixel based fixtures.

The role will incorporate (but is not limited to) the following key responsibilities

- Setting goals and objectives, developing sales/business strategies, establishing call plans and strategies, developing dealer account profiles and executing the sales plan in coordination with SGM UK sales and service teams
- Identifying and contacting potential customers or prospects, either existing or new
- Maintaining a high level of customer satisfaction through increased availability/access, timely communication, assisting with orders, and following up on accounts. This also includes having an in-depth knowledge of customer's organization, a mutually trusting relationship and an account dedication
- Taking responsibility for a superior working knowledge of past and current SGM products and accessories as well as product families
- Fulfilling timely reporting of sales activities and monthly budget figures on a daily/weekly basis.
- Promoting the SGM brand rather than the product line
- Creating a 'pull' from the market

Personal skills and qualifications

- Team player; though many tasks are individual, the sales organization must function as a team
- Strong skills within market and accounts for dealing with specific target audiences
- Excellent communication skills
- Ability to set priorities, be flexible, multi-task and meet deadlines in a constantly changing environment
- Structured and organized reporting skills
- Great analytic skills; perform active listening
- Willingness to learn and adapt

Working conditions

We are offering an exciting job with excellent opportunities for professional and personal development in an inspiring environment together with the world's leading LED light fixture developers.

Sufficient product and sales training will be provided on an ongoing basis.

SGM has a non-smoking company policy.

An excellent remuneration package including pension is available to the right candidate.

Application instructions

Please send your application and CV to Ian Kirby, IDK@sgmlight.com. Please note that Candidates will be evaluated on a rolling basis and submission will be closed once we have the right candidates. Please note that the position is physically based in England.

For more information about SGM, visit our website at: www.sgmlight.com