



JOB OVERVIEW

SALES MANAGER – UK OEM SALES

In order to strengthen and develop its existing 'Original Equipment Manufacture' (OEM) client base Amarith are seeking an experienced sales professional to manage the day to day sales activities targeted at the UK territory.

Regarded as key position in the company's strategic progression, the successful candidate will have a proven track record with capital equipment sales into the oil and gas (or related) industry and he or she will be highly ambitious and be looking to forge a significant role in a dynamic forward thinking manufacturing company.

Experience in pumps or similar equipment in the Oil and Gas/Petrochemical industry is preferred along with a sound engineering background. We anticipate a period of around 6 months will be required to familiarise yourself with the company's products & processes. This would be based at the head office in Rendlesham and would involve performing an internal sales role before concentrating on the outside sales role.

The role will be either office or home based and will involve extensive UK travel in order to manage the sales cycle. Some overseas travel could also be expected. We would anticipate the successful applicant would spend around 60% of their time with customers & 40% in the office preparing quotes & customer clarifications / negotiations.

For further information about the position, please refer to the documents attached.

The Job Profile outlines the key result areas for this position and details the skills, knowledge and experience required to be fully competent in this role. However, we do not expect candidates to demonstrate all of these attributes on application so please refer to the Person Specification, which identifies the essential and desirable requirements for this post. Full training will be provided to the successful candidate.

If you would like to apply for this position, please download and complete the attached application form and equal opportunities monitoring form (which will be detached from your main application form and be used for monitoring purposes only) and return to: Sandra Berry, Amarith Ltd. Bentwaters Parks, Rendlesham, Woodbridge, Suffolk, IP12 2TW.

The closing date for this vacancy is 19th November 2010

Skills

- Business planning.
- Influencing.
- IT – Word, Excel and Lotus Notes.
- Supervisor.
- Negotiation.
- Presentations.
- Communication.
- Ability to read & interpret specifications and tender preparation
- Selling.
- Strategic thinking.
- Target oriented.
- Team working.
- Time management.

Knowledge

- Pump selection and quotations.
- Pump application.
- Mechanical seals.
- Applications API petrochemical, oil & gas market.



PERSON SPECIFICATION

Job title	Sales Manager
Salary	Negotiable with associated benefits
Responsible to	Sales Director
Hours of work	37.5 hours a week

Requirement categories	Essential requirements	Desirable requirement
Qualifications	HND Mechanical Engineering or equivalent	Degree or equivalent
Experience	External sales of capital equipment. Mechanical engineering. Proven sales track record. Sales presentations Ability to read specifications & tender Preparation	Centrifugal pump experience. Business development.
Skills	IT – Word and Excel. Sales. Negotiation.	IT – Lotus Notes Pump quotations.
Knowledge	Mechanical Engineering Active participation in the petrochemical, oil & gas markets.	API pump products & application.
Behaviours	Both team player and ability to work alone. Flexible. Confident & self motivated. Target oriented. Organised	
Circumstances	Should be prepared for regular UK travel with occasional overseas visits.	
Miscellaneous		

SCHEDULE OF REVISIONS

Date	Content change	Comment	Authorised by
26/10/10			Oliver Brigginsaw