

Area Technical Sales Manager

About us

We are the UK's leading independent metrology company, collaborating with industry leaders in automotive, aerospace, precision engineering, universities, and Formula One. As an ISO17025 UKAS-accredited lab, we deliver innovative solutions and value continuous learning. We are expanding from the UK to cover all of Europe—join us at this exciting time!

Position:

Area Technical Sales Manager - West

Territory:

Your territory will be to the west of a line from Southampton to Milton Keynes to Leeds. We expect you to be based in the West Midlands region.

Are you:

- Skilled in building customer relationships?
- Experienced in selling high-value equipment?
- Proactive and results-driven?
- If yes, we'd love to meet you!

Key Responsibilities:

- Manage the entire sales process from lead generation to closing deals.
- Develop and execute a territory sales plan.
- Identify new clients and maintain strong customer relationships.
- Conduct product demonstrations and presentations.
- Collaborate with marketing and applications teams.
- Provide technical guidance and commercial expertise.
- Achieve sales targets and drive company growth.

What We're Looking For

- Proven success in technical sales.
- Passion for engineering and technology.
- Self-motivated, results-oriented, and independent.
- Excellent communication and negotiation skills.
- Strong IT skills and a full driving license.

What's In It For You?

- Competitive salary plus uncapped commission (OTE £50-60K).
- Company car and bonus
- Opportunities to progress in our growing business
- Vitality healthcare, pension and more
- Weekday hours

All are in accordance with our standard terms and after a qualifying period.

Education:

Engineering or similar degree or time-served engineer

Work Pattern:

3 days on the road, 2 days office or home based.

The role includes:

- Visiting customers at their premises
- Lead generation, which will include cold calling and identifying potential customers whilst on the road
- Carrying out product demonstrations on customer sites, which includes taking and setting up demo instruments
- Attending monthly sales meetings in Market Harborough

We're excited to hear from you! Reach out with any questions before applying—let's shape the future of metrology together!

So you know, if your application stands out, we'll invite you to a Teams call where you can tell us about yourself and ask any questions. If we are still aligned, we'll invite you to two interviews in Market Harborough where we will share more about the role and our products and let you demonstrate your sales skills. Once you start with us, you will go through our comprehensive onboarding and training package then given lots of support as you start your sales career with us.

Optimax is an equal opportunity employer. We offer a welcoming and inclusive environment for one another, the diverse customers we serve, and the communities we call home. We do all of this with kindness, empathy and respect for each other. If you would like to discuss any accessibility requirements for the recruitment process or the role, please contact sophie@optimaxonline.com and we will be happy to discuss.