



PWR®

**PACKAGING
WITH
ROBOTS**

Job Description

Role: Industry Sales Manager UK - Biscuits & Confectionery

About PWR

PWR are specialists in developing automated robotic packaging solutions for the food industry, which improve the performance of production lines, creating the highest lifetime value for our customers.



The UK has been pivotal in the successful growth of PWR and we are now looking to bring further support and grow our customer base in the Biscuit and Confectionery industries with a solutions focused, professional sales person with a passion for automation and robotics.

PWR is active globally with our head office located in Ede, central in the Netherlands. Check our website for more information: www.pwrpack.com

Job Description

The Industry Sales Manager (ISM) - Biscuits & Confectionery, will be responsible for:

- Delivering Sales primarily within the UK Biscuit, Cake and Confectionary Industries inline with a defined Sales targets.
- Managing the full sales process from lead generation through to order placement.
- Establishing and maintaining strong mutually beneficial business relationships with customers, colleagues and suppliers as well as performing necessary administrative duties as required and other duties as assigned.

Essential Job Responsibilities

The ISM performs the major functions listed below. The position may require additional duties/responsibilities that may not be outlined below, and specific functions are subject to change.

- Establish and develop customer relationships to deliver on target sales with existing PWR customers and new customers within the defined Industries.
- Develop and maintain a sales pipeline that will ensure long term business growth.
- Provide detailed and accurate sales reports to enable the PWR concepts team to build customer specific technical solutions.
- Keep up to date on administrative responsibilities such as CRM, expenses, mileage log.



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- Work as a member of the PWR team to provide efficient and effective customer service delivery to all accounts within the defined customer base.
- Meet Environmental, Health and Safety and/or all other applicable regulatory requirements.

Qualifications & Requirements

The following qualifications are the minimum requirements necessary to successfully perform this role. However, any equivalent combination of experience, education and training, which provides the necessary knowledge, skills and abilities, would be considered.

- 10 years' proven success in a solution based, capital equipment sales role.
 - Food/ FMCG packaging machinery industry preferred.
- HNC/ NVQ(SVQ) Level 4 in an Engineering based subject.
- Excellent technical, analytical, interpersonal and communication skills.
- Customer Centric attitude with a proven ability to engage customers, draw out their needs and communicate complex technical issues in an easy to understand, value added way.
- Experience interfacing with both external customers and internal team members as part of a solution based sales process.
- Passionate, Dynamic and Resourceful, with the ability to work independently and demonstrate strong time management skills.
- Decision-making, problem solving and creative thinking skills with an attention to detail.
- Ethical and trustworthy with a record of being reliable and accountable for all aspects of their job.
- Proficient level of computer skills including Microsoft 365 (Word, PowerPoint, Excel, Onedrive and outlook etc)
- Valid driver's license and good driving record is required.
- Flexibility with working hours and overnight travel is essential.

Additional Information

Type: Full-time, Home based

Location: Preferably Midlands Area, with a desire for UK wide travel and some travel to our European suppliers when necessary

Benefits:

- Basic Salary + Uncapped Commission.
- Company Car/ Car Allowance.
- Laptop.
- Mobile Phone.
- Pension.
- 25 Days Holiday plus public holidays.