

Role Profile: Territory Sales Manager LVI - North West England

| | | | |
|--|----------------------|--|--|
| Business Unit: Job Family: Department name: | | Megger Limited Sales Europe UK & IRE LVI | |
| Core purpose: The Territory Sales Managers purpose is to drive UK sales growth and profitability of Megger products in the Electrical wholesaler environment building sustainable long-term relationships with customers and wholesale/distribution partners. The UK Sales team consists of salespeople focussing on domestic, commercial, and industrial segments/installations. Each salesperson is fully responsible for their territory business growth mainly covering the Dover manufactured products and factored products. | | | |
| Role summary: The Territory Sales Manager is a home-based role in or around the East Anglia of England. Working in the highly successful UK LVI sales team, marketing and product management, the primary focus of the role is LVI test equipment product sales growth through direct and distributor managed sales. Activities will include driving growth through sales management in the UK domestic, commercial, industrial segments/installations, generation and renewables, promotion of the Megger brands as well as driving and coaching distribution partners, introducing and growing future segment acquisitions in the UK market. Commercial responsibilities include building customer relationships, opportunity management, and distributor management as well as executing sales plans and working to achieve sales targets This is a technical role and requires an understanding/experience of electrical power/domestic distribution systems along with test and measurement principles. Due to the geographical area and supporting events, working, and staying away from home on occasion will be required. | | | |
| Reports to | UK LVI Sales Manager | Number of direct reports for role | 0 |
| Primary objectives <ul style="list-style-type: none">• Technical ability to be able to safely demonstrate a range of equipment designed for testing domestic, commercial, and industrial installations.• A wide range of responsibilities commercially, involving direct contact with customers at all levels, distributor management, executing sales and marketing plans and working to budgets.• Building and maintain customer, wholesaler, and distribution relationships.• On-going product and application training.• Provide customer, wholesaler, and distribution product training. | | | Customers Internal: Sales, TSG, CX, Service, Marketing teams External: End users, wholesalers, and distribution partners. |

- Regular meetings with marketing Commercial and Technical support staff.

| Main Responsibilities | | |
|----------------------------------|---|---|
| Key Result Area | Specific Activities | Measure |
| Business Growth | <ul style="list-style-type: none"> • Develop market to desired volumes and market share with the emphasis being on long term sustainable growth. • Meeting and exceeding agreed budgets. • Identification of suitable sales channels, evaluation of performance and driving activities to reach targets • Provide product operational feedback to Product Managers for Quality Assurance and Research & Development purposes. | Sales revenue targets achieved |
| Extraordinary customer service | <ul style="list-style-type: none"> • Customer & distributor support including site visits, product demonstrations, product & application training. • CRM system (C4C) management to ensure accurate customer information and service. • Provide sales support (specification assistance & product selection). | Visit reports CRM database reports Sales revenue targets achieved |
| Building technical expertise | <ul style="list-style-type: none"> • Develop product/application/segment knowledge. • Participate in conferences, seminars, and Exhibitions | Training and demonstration attendance |
| Sustaining high performing teams | <ul style="list-style-type: none"> • Contribute to department success by sharing successes, attending, and contributing to sales meetings, team briefs and opportunity reviews. • Ensure departmental monthly reports submitted on time, site risk assessments submitted, expenses and other administrative tasks are completed on time. • Undertake ad hoc duties for team and other teams as necessary and required. • Promote and live the Megger shared values. | Performance reviews |

| Experience, Skills & Knowledge required to be successful in role | |
|---|---|
| Technical Skills/Knowledge/Qualifications | Soft Skills |
| <ul style="list-style-type: none"> • Formal City and Guilds / ONC / HNC qualification in Electrical Engineering or | <ul style="list-style-type: none"> • Enthusiastic, flexible, and self-guided / motivated, results focused, |

| | |
|---|--|
| <p>relevant discipline would be an advantage.</p> <ul style="list-style-type: none"> • Computer literate, conversant with MS Office packages, social media platforms, digital networking/conferencing/meeting MS Teams, Zoom etc. Megger software and internal IT systems. | <ul style="list-style-type: none"> • Well presented with excellent communication skills. • Practical experience in the electrical contract / wholesale distribution sector • Experience of working with domestic, commercial, and industrial installations. • Commercially astute • Confident presentation and product demonstration skills. • Client-driven with customer facing skills. • Must hold a UK driving license • Experience of technical sales an advantage. |
|---|--|

| | |
|------------------|--|
| Job Level | x Individual contributor <input type="checkbox"/> Leader of People/Senior Level Individual contributor <input type="checkbox"/> Leader of Leaders |
|------------------|--|

| Shared Values |
|--|
| <p>Caring</p> <p>Putting the customer first with a 'can do' approach and fully understanding their needs and challenges. Actively develop close, mutually beneficial, working relationships with colleagues.</p> <p>Captivating</p> <p>Help solve colleague and customer problems by doing something different, by thinking unconventionally. Display a strong work ethic and show the customer why Megger is a trusted supplier.</p> <p>Consistent</p> <p>Bring a positive attitude to work and take pride in your job. Welcome problem solving and shared learning whilst maintaining high standards of work in the team.</p> <p>Creative</p> <p>Be prepared to solve and work out options within the team, think positively about new approaches or alternative ways to solve any problems. Actively seek out opportunities for improvement and feed these back into the business.</p> <p>Confident</p> <p>Seek knowledge, ask questions and support others. 'Walk the talk', be passionate and provide our customers with reasons to believe in Megger's products</p> |

| Benefits |
|---|
| <ul style="list-style-type: none"> • Excellent training and development opportunities • Career development in a growing multinational company • Life assurance scheme • Salary sacrifice pension • Day off for your birthday |

- Flexible working
- Incentive Scheme – 20% of salary for on target performance
- Company Car
- Home Office Equipment
- 25 days leave
- Access to Your Megger a health and benefits portal offering several discounts for colleagues including a Cycle to Work Scheme and Electric/hybrid car buying scheme.
- Eyecare vouchers
- Free flu vaccinations