

Role Profile: Territory Sales Manager LV South East

Business Unit: Job Family: Department name:		Megger Limited Sales UK Sales	
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. Who each have their own responsibilities for their territories mainly covering the Dover manufactured products and factored products.			
Role summary: This position is a home-based role in or around the Southeast region of England including South London region. Working within the successful LVI sales team, marketing and product management, the primary focus of the role is LVI test equipment products sales growth and direct and distributor managed sales. Activity driving growth through sales management in the UK domestic, commercial, industrial segments/installations, generation, 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">To be able to safely demonstrate a range of equipment designed for testing domestic, commercial, and industrial installations.Be responsible for a direct contact with customers at all levels, distributor management, executing sales and marketing plans and working to budgets.Build and maintain customer, wholesaler, and distribution relationships.Provide customer, wholesaler, and distribution product and application training.			Customers Internal: Sales, TSG, CX, Service, Marketing teams. External: End users, wholesalers, and distribution partners.

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. 	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 relevant discipline would be an advantage. Experience of technical sales an advantage. 	<ul style="list-style-type: none"> Enthusiastic, flexible, and self-guided, motivated, results focused, having a positive can-do attitude Well presented with excellent communication skills.

<ul style="list-style-type: none"> • Computer literate, conversant with MS Office packages, social media platforms, digital networking/conferencing/meeting MS Teams, Zoom etc. • Experience of technical sales an advantage. 	<ul style="list-style-type: none"> • Practical experience in the electrical contract/wholesale distribution sector • Commercially astute • Ability to prioritize effectively and multitask • Confident presentation and product demonstration skills. • Client-driven with customer facing skills. • Must hold a UK driving license
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Job Level	x Individual contributor <input type="checkbox"/> Leader of People/Senior Level Individual contributor <input type="checkbox"/> Leader of Leaders
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Shared Values

Caring

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.

Captivating

Help solve colleague and customer problems by doing something different, by thinking unconventionally.

Consistent

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.

Creative

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.

Confident

Seek knowledge, ask questions and support others.

Benefits

- Excellent training and development opportunities
- Career development in a growing multinational company
- Life assurance scheme
- Bonus incentive scheme
- Company car
- Employee health plan
- Contributory Salary Exchange Pension Scheme
- 25 days annual leave + UK bank holidays
- Day off for your birthday
- Flexible working
- Early finish on Fridays
- Seasonal Travel Ticket Loan Scheme

- Discounted football membership - Dover Athletic FC
- Free fruit Tuesdays + Thursdays
- Breakfast mornings – Mondays and Wednesdays
- Subsidised refreshments from the Company's canteen
- Free parking on site in the designated parking bays
- Access to YourMegger a health and benefits portal offering a number of discounts for colleagues including a Cycle to Work Scheme and Electric/hybrid car buying scheme
- Eyecare vouchers
- Free flu vaccinations