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| <b>Job Description</b>     | <b>Sales Manager</b>   |
| <b>Reporting To</b>        | <b>Sales Director UK &amp; Europe</b>  |
| <b>The Role</b>            | <ul style="list-style-type: none"> <li>➤ Account management of all customers within the territory.</li> <li>➤ The Sales Manager will create, develop and close business leads to achieve annual sales targets.</li> <li>➤ The Sales Manager will do the preparation of quotations, PQQ's, tenders, technical specifications plus any other appropriate commercial documentation in a fast-paced dynamic environment.</li> <li>➤ The Sales Manager should seek out new business using leads using own initiative.</li> <li>➤ The Sales Manager should provide professional presentations of hardware and software products.</li> <li>➤ The Sales Manager will have the ability to produce sales forecasts and customer reports.</li> <li>➤ The Sales Manager will provide market intelligence on the status of the territory.</li> <li>➤ The Sales Manager will attend UK and International exhibitions as and when required.</li> <li>➤ The Sales Manager should seek out and promote positive PR opportunities with the customer base.</li> <li>➤ The Sales Manager should contribute to the continuous improvement of customer service within the company.</li> <li>➤ The Sales Manager will utilise CRM, keeping accurate and professional records for customers within the territory.</li> </ul> |
| <b>Required Attributes</b> | <ul style="list-style-type: none"> <li>➤ Previous and proven experience in selling technical solutions.</li> <li>➤ Sales Qualifications</li> <li>➤ Knowledge and experience of selling technical (electro-mechanical and software) solutions ideally within the parking/transport/ANPR industries.</li> <li>➤ Able to work on own initiative within a sales team</li> <li>➤ Experience of CRM systems</li> <li>➤ Able and willing to travel with overnight stays required.</li> <li>➤ Ability to work under pressure and deal with day to day project management issues</li> <li>➤ IT literate including excellent knowledge of Microsoft products including Word, Excel and PowerPoint</li> <li>➤ Good communication skills at all levels.</li> <li>➤ Hard working, fast paced and highly competitive individual with a strong desire for success</li> <li>➤ Fit and able to move and handle heavy products.</li> </ul>   |
| <b>Employee Benefits</b>   | <ul style="list-style-type: none"> <li>➤ Holidays entitlement 25 Days per year plus bank Holiday</li> <li>➤ Birthday Day Off</li> </ul>  |

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|                                      | <ul style="list-style-type: none"> <li>➤ Employee Assistance Programme available to all employees plus one other member of their family living at the same address.</li> <li>➤ Discounts available across a wide selection from shops to Gym Discounts</li> <li>➤ Cycle to work scheme available via salary sacrifice.</li> <li>➤ Salary sacrifice scheme on EV Cars details available upon request</li> <li>➤ Generous pension contributions</li> <li>➤ Group Life Assurance Policy: Provides peace of mind for an employee's loved ones in the event of an untimely death</li> <li>➤ Free parking at Head Office Swindon</li> <li>➤ Progression opportunities</li> </ul>   |
| <b>Diversity &amp; Inclusion</b>     | <p>Here at Metric Group, we are determined to build a business that is diverse - a mix of gender, age, nationality and religious persuasion. Specifically, we seek to embrace those who are neuro-diverse or physically less able, and we are always delighted to welcome LGBT+ members to our team.</p> <p>To help with our diversity efforts, we aim to eradicate unconscious bias in our recruitment process. Beyond training and discussions, we are taking this a step further: we anonymise all CVs we receive.</p> <p>No name, no picture, no nationality or gender, no university or hobbies, no age or references. When your CV is being assessed by our team, we only ever consider one thing: your skill set.</p> <p>Once you've been shortlisted, we'll share everything we can about you with our interview panel, and we'll want to speak to you ASAP to know everything that's not on your CV; The rest of you!</p> |
| <b>Health &amp; Safety Statement</b> | <p>Under the Health &amp; Safety at Work Act each individual has a legal responsibility for their own welfare and for the health and safety of others. Any queries you may have relating to health &amp; safety matters should be raised in the first instance with your manager or Human Resources.</p>   |

Employee Signature.....

Date .....