



**Company:** Technology Design Limited ("BIC" or "Company")  
**Job Title:** Global Sales Manager  
**Reports to:** General Manager

### Position Summary

The Global Sales Manager is responsible for developing business plans and strategies to expand the customer base and maximise revenues and profit for the company as well as the management of departmental sales teams, budget controls and administration. The position will further support business development activities by researching and developing marketing opportunities and plans. As a member of the Management team, the Global Sales Manager is a key stakeholder in devising setting the company's strategy.

### Key Responsibilities

- Manage all sales staff, resources and activities for the company with the aim to hit or exceed sales targets
- Support, drive and strengthen distributor network as required
- Sustain rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities
- Develop leads, perform product demonstrations, and close sales prospects in allocated territory
- Prepare, plan and complete selling activities and plans for entire sales staff
- Identify specific marketing opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses
- Contribute marketing plans and recommendations to improve brand awareness and grow demand world-wide
- Provide information to the business by collecting, analyzing, and summarizing sales data and trends
- Establish pricing strategies; recommending selling prices; monitoring costs and competition
- Prepare annual budgets; scheduling expenditures; analyzing variances; initiating corrective actions
- Determine system improvements; implementing change
- Attend various sales meetings, functions, conferences, shows or expos
- Ensure the QMS and ISO9000 processes and procedures are adhered to
- Motivate, coach and lead team member
- Conduct performance reviews
- Recruit, select, train, coach, assign and discipline employees; communicate job expectations and review job contributions
- Update job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations
- Report on sales activities/status during management team meetings and support other managers as required
- Perform any other related duties as may be required from time to time

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#### **Experience, Skills and Education**

- An NDT specialist with an excess of 5 years' experience in an international sales management role, including setting up and managing distributors
- A comprehensive understanding of the company's products and services
- Must be a motivator, to help their teams achieve their targets
- Excellent communication and presentation skills at all levels
- Proficiency in Microsoft Excel and PowerPoint
- Ability to communicate clearly and persuasively
- Good organisational skills
- Ability to work under pressure and to deadlines

#### **Compensation**

- Salary target range, Competitive package
- Company Pension scheme

#### **Company Background**

Technology Design ([www.technologydesign.com](http://www.technologydesign.com)) specialises in the design, development and manufacture of state-of-the-art Ultrasonic data acquisition systems. We also combine Phased Array, ToFD and Pulse Echo into a convenient and powerful range of instruments. These are designed to suit the widest spread of applications and are supplied worldwide.