Area Sales Manager (UK South East Region)

Vos activités

As the Area Sales Manager for the southeast of England you will be responsible for the sales of Crypton Garage Equipment across your designated territory. The focus is on developing successful relationships with your regional distributors, dealing directly with the end customers where necessary, supporting national account business and primarily managing the new business process from lead generation to installation sign off. The role is field based with a high level of autonomy and is expected to follow up leads as well as generate their own leads.

General duties include:

- Generate orders to maximise the sales of our Crypton emissions and garage equipment products to all channels within the defined area.
- Visit the distributors and the distributors customers as well as making contact by phone and email to keep them informed on products and services offered by the Company.
- Coordinate the order process, specify the correct equipment for the customer, ensure the order content is agreed, manage the MOT process, manage delivery expectations in line with the AIP receipt, liaise with the distributor, customer, external contractors and internal service teams to ensure the smooth installation and sign off of the equipment.
- Support national and regional trade shows on behalf of Crypton to provide technical support and insight to help with lead generation as well as support our own exhibitions and demonstrations.
- Prepare quotations for customers and within your tight remit negotiate the price of our equipment with the customer to maximise sales and profit.
- Sell and support other AUMOVIO products as required.
- Feedback to the sales and marketing teams any market intelligence including products and services being offered by our competitors.
- Keep an updated pipeline and prospect list and review sales and prospects on a regular basis to ensure continued business growth within the area.
- Produce an agreed development plan for your territory to form the basis of a quarterly performance review.

Votre profil

- Technical knowledge of the garage equipment market.
- Understanding of the needs of an MOT station and experience managing the MOT process within the UK.
- Excellent communication skills and attention to detail.
- Educated to degree level or equivalent experience.
- Experience of working on cross sector and cross functional projects would be an advantage but not essential.

Référence
REF81973V

Domaine fonctionnel
Marketing and Sales

Site
Birmingham

Niveau de leadership
Leading Self

Unité légale
AUMOVIO Trading UK Ltd.

Notre offre

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A propos de nous

Since its spin-off in September 2025 AUMOVIO continues the business of the former Continental group sector Automotive as an independent company. The technology and electronics company offers a wide-ranging portfolio that makes mobility safe, exciting, connected, and autonomous. This includes sensor solutions, displays, braking and comfort systems as well as comprehensive expertise in software, architecture platforms, and assistance systems for software-defined vehicles. In the fiscal year 2024 the business areas, which now belong to AUMOVIO, generated sales of 19.6 billion Euro. The company is headquartered in Frankfurt, Germany and has about 87.000 employees in more than 100 locations worldwide.