



Technical Sales Manager (Export) Salary Range: £tba

Job Title : **Technical Sales Manager (Export)**

Description : **As a Technical Sales Manager you will be joining our successful sales team in selling a broad range of intelligence solutions into the public sector. You will generate sales via existing and new distributor sales channels, offering bespoke solutions as well as COTS products.**

As an experienced sales person in this arena, you know how to sell into competitive markets and together with the rest of the sales team you are able to gain market share based on the superior quality of our products and our outstanding customer support. You will also understand the needs of a third party sales channel and their various support requirements.

Part of your strength is to really understand our customers, their problems and bring creative solutions to help them achieve their targets. You will develop strong sales plans and create new business opportunities. You will be fully responsible for planning and delivering a growth strategy in your territory. A self starter and strong team player, you will be an excellent communicator, comfortable dealing with both a technical sale and dealing with board level negotiations.

The company is based in Leeds however you will be expected to travel to meet our customers and as a result you can be based anywhere in the UK.

Details: Candidates should have a minimum of 3 years experience selling into military or law enforcement market.

Preferred Qualifications:

- Honours degree in a Electronics/Electrical Engineering or equivalent relevant experience

Skill areas / key tasks:

- Self motivated
- Distribution sales experience
- Track record in hitting and exceeding targets
- Computer literate

Additional Benefits:

- 25 days annual leave, increasing with length of service
- Stakeholder pension after 3 months (company matches employee's contribution)
- Optional healthcare cover after 2 year's service
- Annual bonus based on company performance
- Death in Service Life Assurance scheme
- Gym membership contribution

About Datong The principal business of Datong is the development, design and manufacture of a range of advanced high performance surveillance products. The products are principally sold to government, military and federal law enforcement agencies.

The Company is headquartered in Leeds, United Kingdom and has a wholly owned subsidiary in the United States with a sales and service office in Chantilly, Virginia. The products are sold internationally in more than 25 countries using both the Company's direct sales force and a network of independent overseas distributors.

Security All employment at Datong is subject to security clearance and due to the nature of our business anyone who does not have full British citizenship (i.e. hold a full British passport) or who has dual nationality will not get security clearance to the level required. All candidates must bring either their passport or a combination of identification forms to the *initial* interview.