Your new career starts here

Area Sales Manager - Midlands

Overview

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Star Micronics GB Ltd is the UK market leader in sliding head lathe technology.

Star sliding head lathe technology is the best-in-class with each model featuring the very latest in Japanese engineering.

The sales team at Star GB are experts in understanding our machinery and identifying opportunities for customers to enhance their production methods.

The successful candidate will maintain close relationships with our existing user base and be responsible for growing the business in the Midlands region.

Due to the technical nature of the role, candidates must have an engineering background with previous experience selling multi-axis machine tools.

Reporting to the Managing Director, the role will include regular travel throughout the area.

Full training on our product range will be provided, alongside ongoing support from the team.

Postcode areas
B, CV, DE, DY, GL, HR, LD, LE, LL, LN, NG, NN, OX, ST, SY, TF, VW, WR, WS

Criteria

Responsibilities include:

- Identifying new customers and expanding the business
- Understanding customers' machining requirements
- Maintain close relationships with existing accounts
- Preparing accurate quotation and information documents
- Monitor sales and profit to ensure targets are met
- Update CRM software to ensure data accuracy

Essential criteria includes:

- Previous experience selling multi-axis machine tools
- Technical/mechanical engineering background
- Experience working with CNC lathes
- Excellent customer service skills
- Exceptional attention to detail
- Proactive and results-focused
- Capable of managing own workload
- Strong presentation and interpersonal skills
- Able to work under pressure and meet targets
- Full UK driving licence and able to travel regularly

Benefits

A rewarding career with endless opportunities

Star GB offer a range of benefits which ensure that our employees are rewarded throughout their career with us.

In addition to the benefits shown, we also have regular team days which include sport events, visits to theme park resorts and more.

- Competitive basic salary
- Uncapped bonus scheme
- Company pension
- Company vehicle
- Life assurance
- Private healthcare
- Smartphone & laptop
- 25 days holiday + statutory

Get started

Why join Star GB?

Star GB is the leading supplier of sliding head technology in the UK & Ireland. Star machines are the best-in-class with each model featuring the very latest in Japanese technology.

Our legacy has been built on pioneering machinery which is reliable, accurate and easy to use, alongside our reputation for unrivalled customer service and the best engineers in the industry.

You will be joining a team of friendly, knowledgeable and dedicated professionals who are passionate about supporting our customers and their businesses. At Star GB we continuously strive to improve our services by investing in technology, equipment and our team.

We are committed to the training, progression and well-being of each employee whilst rewarding their development and loyalty through a comprehensive bonus and rewards programme.

How to apply

To apply for a career with Star GB, submit your contact information, CV and cover letter using the application form at www.stargb.com/careers

Alternatively, email us with the role you are interested in along with your CV and details to sales@stargb.com

Contact us

01332 864455 sales@stargb.com

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