



Powering Business Worldwide

Sales Manager

Locations: Cwmbran South Wales, United Kingdom

Categories: Sales

English

Job Description

The Role

Eaton Lighting Systems is seeking a Sales Manager to join our sales team, the ideal candidate will be a dynamic, talented and enthusiastic sales manager.

The position is responsible for promoting and managing day to day sales and commercial activities of the Eaton Lighting Systems theatrical and entertainment business, including but not limited to delivering sales targets, market intelligence and strategic direction for the business. Day to day activities include liaising with dealers, key accounts, consultants and end users to ensure incremental growth and profitability in applicable markets.

Primary Market:

- United Kingdom (ideally located Midlands to Scotland)

Secondary Markets:

- Ireland

As well as demonstrating technical excellence, we are looking for a resourceful, enthusiastic individual that tackles challenges head-on and is able to work effectively both independently and in tandem with other members of the team.

Principal Accountabilities

- Develop/deliver and monitor sales plans for each account to ensure they meet or exceed yearly sales targets.
- Regularly communicate with all accounts including developing key contacts to manage customer dealer training and development plans.
- Develop key accounts, ensuring their needs are met and fulfilled and joint initiatives are undertaken .
- Work with product support colleagues to ensure that customers are suitably trained and informed about product ranges providing product experience feedback to the product design team.
- Attend trade shows and actively participate in product demonstrations/shoot outs/open house etc.
- Define/Develop targeted specification opportunities with Theatrical Design firms to grow Eaton Lighting Systems Consultant Specifications.
- Actively seek out new segments and market opportunities with emphasis on developing these via new projects.
- Provide input or project leads to any and all Eaton Lighting Systems divisions/brands where appropriate.

This job description is to be used as a guide for accomplishing company and department objectives, and only covers the primary functions and responsibilities of the position. It is in no way to be construed as an all-encompassing list of duties.

Qualifications

Basic Qualifications

- Experience in marketing, sales, and product/project management in the Entertainment, Theatrical, or Lighting industry.
- Strong communication and organizational and presentational skills
- Ability to learn and demonstrate lighting consoles with proficiency
- Key account Sales Experience
- Proficient in Microsoft office
- B.S. Degree in a related subject
- Experience in product presentations/ training events
- A valid UK Driving license

Eaton is a power management company with 2016 sales of \$19.7 billion. We provide energy-efficient solutions that help our customers effectively manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably. Eaton is dedicated to improving the quality of life and the environment through the use of power management technologies and services. Eaton has approximately 95,000 employees and sells products to customers in more than 175 countries. For more information, visit Eaton.com. At Eaton we see things differently. We see opportunities to innovate, go above and beyond, and we work hard because what we do reflects who we are. If you see things differently – if you're determined, motivated and focused on improving the world around you – then it's time to see where a career at Eaton can take you. For more information visit [www. Eaton.com/careers](http://www.Eaton.com/careers).

Job: Sales

Region: Europe, Middle East, Africa

Organization: EPG LD Lighting Division

Job Level: Individual Contributor

Schedule: Full-time

Is remote work (i.e. working from home or another Eaton facility) allowed for this position?: Yes

Does this position offer relocation?: No

Travel: Yes, 75 % of the Time

Requisition ID: 033516

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