



AREA SALES MANAGER

About this role

Are you ready to embrace change and thrive in a dynamic and varied role? If so, we have an exciting opportunity for you as an Area Sales Manager. We seek a self-driven, enthusiastic, results-orientated professional with a strong focus on customer satisfaction and business growth.

In this role, you will be responsible for effectively managing all commercial operations in your assigned region. Your primary goal will be to drive sales and maximise profitability by nurturing existing client relationships and actively pursuing new business opportunities and customers.

Not everyone will know much about electronics or frequency timing products when they join IQD, however, this can be overcome with the in-house training and support we offer new colleagues. It's more important to us to recruit the right skills and experience to fit into our growing company, so we can achieve our ambitious growth plans together.

Duties

- Growing profitable sales within your assigned region/accounts (existing products and/or new products)
- Management of all sales activities in your assigned region/accounts
- Contacting customers regularly, building strong relations by visiting them, having regular discussions via phone, video conferences and meeting at exhibitions.
- Analysis of all sales related enquiries and creation of opportunities in CRM system where appropriate
- Responding to quote & other customer requests within 24 hours if practically possible
- Supporting the company at various trade exhibitions
- Establishing strong relationships with internal and external customers and other departments within the business
- Due to the nature of this role, work can sometimes be required to be conducted outside of general business hours. No additional payment will be made for overtime worked.
- Carrying out any reasonable request by your line manager



Skills

- Confidential and trustworthy with strong integrity
- Confident and dynamic self-starter, able to work on your own whilst following established working practices
- Well organised with meticulous attention to detail
- Effective time management skills and able to work under pressure and meet deadlines
- Adaptable, flexible and able to multitask
- Tenacious and determined
- Highly computer literate and able to use CRM, ERP and general office software tools
- Strong negotiating skills
- Strong written and verbal communication skills with good telephone manner
- Approachable team player with good interpersonal skills
- Must have a driving licence

Benefits

- Competitive salary.
- Bonus
- 35 hours per week – fully flexible
- Permanent contract.
- Hybrid working option following a successful probation period.

See the website for a full list of company benefits

About Us

IQD Frequency Products Ltd provides specialist electronic components for timing and frequency control applications and can trace its origins as far back as 1973. We are based in Crewkerne, Somerset, in the UK but have a network of long-standing global customers. IQD is a centre of excellence in frequency products for the Würth Elektronik (WE) eiSos group who supply electronic components to large electronics manufacturers across the world. WE eiSos group employs over 7,300 colleagues in 50 countries and IQD benefits from the global infrastructure and support. Yet, IQD is independently managed as a small business that thinks dynamically and is constantly responding in an agile way to market needs.