
Sales Manager - EMEA**Reports to:** Sales Director**Direct Reports:** None**Salary:** £55k – 60K**Purpose**

As the Sales Manager for the EMEA region, you will assist in company's growth strategy to expand our business in the provision of offshore grouting services and products for the Oil & Gas and Renewables market. Much of your time will be spent carrying out business development activities and preparing tenders, aimed at developing sales of FoundOcean services. You will focus on delivering value-add solutions to differentiate the organisation's products and services from those of the competition. You will focus actively and successfully on managing the sales process aiming to optimise the value of each new opportunity.

As Sales Manager you will be expected to travel regularly, primarily within the EMEA region.

Business Development

- Generate and qualify new leads with existing clients and prospects.
- Maintain and build effective relationships with existing clients, prospects and influencers.
- Co-ordinate, develop and present pitches to promote FoundOcean.
- Research and attend networking events, trade shows and seminars in order to promote FoundOcean.
- Effectively disseminate information on company services and solutions to the offshore oil & gas market.
- Prepare and give presentations to client/prospect audiences on the solutions that address their specific project challenges.
- Provide the organisation with weekly updates on open opportunities and competitor activities.
- Work closely with the Sales Director to develop effective sales strategies.

Tendering

- Prepare and peer review commercial and technical tenders.
- Help in expediting submitted tenders.
- For materially significant tenders prepared and submitted by yourself, ensure the sales team is kept apprised of the progress and likelihood of award.

Client Care

- Determine stakeholders and key influencers and act as a reliable day-to-day contact between FoundOcean and its clients and prospects.
- Liaise with key client/prospect contacts and FoundOcean technical staff to assist in the preparation of proposals and client/prospect queries.

- Effectively manage and maintain the company's open opportunities.

Team working

- Work closely within the sales team and with the wider organisation to ensure a clear understanding of any submitted ITT/RFQ.
- Share ideas to enhance cross team learning and general business development
- Work closely within the sales team to build upon marketing and business development strategies.
- Attend and contribute to project meetings where necessary and to the weekly team meetings.

Skills, Knowledge and Experience

- Proven success in your business development ability and demonstrable full knowledge of the sales process
- Background in Offshore & Subsea Industry is essential

Maintaining Company and Operational Standards

- Support the organisation's goals and values and promote its best interests
- Encourage and drive quality and the continuous improvement of processes
- Follow Company policies and procedures

Key Attributes

- A good listener who is able to use the information gained to help produce a fit for purpose and value-add tender submission
- Commercial and business acumen
- Ability to use own initiative and pay close attention to detail
- Excellent organisational and time management skills
- Positive attitude to dealing with people
- Work independently, and as part of a team, to achieve broad strategic goals
- Excellent presentation and communication skills in all forms
- Self-motivated and proactive
- Strong business development and networking skills required with basic consultative selling ability
- Ability to generate leads and spot opportunities

For the right applicant, there is an attractive remuneration package on offer including 33 days holiday and a 10% employer contribution to pension scheme.

FoundOcean is an equal opportunities employer.



Job Description

Application Process

Please apply with a CV and Covering Letter to hr@foundocean.com

Please note, due to the Christmas closure of our recruitment team, all applications will be acknowledged on or around the 5th January 2022. Likewise, any queries sent to the above email address will be acknowledged on or around 5th January 2022.