

## **Südmö (UK) Ltd**

### **Area Sales Manager UK – Industrial/Wastewater**

Südmö (UK) Ltd is currently looking for an Area Sales Manager UK – Industrial Wastewater connected to Norit UK Sales office in Droitwich. This Area Sales Manager will be responsible for promoting Norit X-Flow and other relevant Norit products to the Industrial Wastewater market sector. The position reports to the Division Manager.

#### **Responsibilities**

The Area Sales Manager takes care of the day to day sales and marketing operation with respect to the assigned product groups within the UK Water Business Unit. He/She is responsible for the promotion and sales of Norit products within the assigned geographical area.

Additionally to report sales activities and marketing information through visit and other reports. Distribution of this information should be timely and effective.

He/She must ensure regular and frequent visits to customers and ensure the support of key EPC and OEM activities.

He/She introduces new products to customers in cooperation with Technical Support Staff and follows up any samples provided.

#### **Tasks**

##### **a) Marketing**

- Maximise sales and net margin of standardised products and integrated projects based on Norit's membrane filtration technologies in the segments sales area industry UK
- Define and execute a business strategy (plan) and annual budget for the area based upon the Norit strategic sales plan
- Support the Norit UK Sales office within the area in creating an effective sales network
- Establish market growth by creating new markets segments, expanding key-account management and retain customer relationships
- Negotiate and close orders with the customer on the product groups in the area supported by the Norit offices in The Netherlands
- Compile contracts, transfer projects to operations, monitors progress and give support where needed
- Manage the sales budget and safeguards sales information in SalesFlow (sales management programme)
- Manage the area by development of long and short term targets and action-plans with the Norit Sales offices and support office in The Netherlands

##### **b) Targets**

- assists in setting and agreeing marketing targets with the Division Manager and respective Branch Managers on the basis of current strategy and accurate commercial/ technical information gathered from the market place

##### **d) Information**

- ensures proper information flow by way of adequate and timely reports (e.g.: timely customer visit reports; monthly reports; special reports as required) in respect to both specific customers and more general commercial/ technical trends etc.

e) Files/data

- keeps complete and accurate files of all relevant documentation in respect to marketing activities
- collects/ analyses and presents data (customer, market, industry trends etc.) in respect to marketing activities or upon request

**Requirements/Profile**

Persons not complying with the requirements have to get the necessary training, which is recorded on the personnel file.

- education in a science related subject to degree level
- proven technical sales and marketing experience
- product and application experience
- strong organisational skills
- proactive approach to business development
- preparedness to travel abroad for training etc.

**Application procedure**

Please send your letter of application together with your curriculum vitae to:  
Mr. Steve Weston, Country Manager Norit UK, E-mail: [application@norit.com](mailto:application@norit.com).