



Sales Development Manager

Topcon Technology is looking for a Sales Development Manager (m/f) who will plan and execute sales activities within the EE-MEA and APAC region. The position is located in Minchinhampton.

Responsibilities

- Aftermarket account management responsibilities within Central/Eastern and Northern Europe.
- Account Management with selected OEMs across the full Northern/Central Europe, MEA and APAC region.
- Business development activities (market research, prospecting, strategy, sales support etc.) to support the VP of Sales.
- Develop new business sales pipeline for both aftermarket and OEM, as well as identify new markets within region and globally to grow revenue.
- Prepare commercial proposals for OEM customers based upon standard cost and margin calculations.
- Liaise with Engineering and Product Management teams to produce technical proposals for OEM prospects.
- Update and maintain technical knowledge of full Topcon product portfolio to ensure that customers are provided with the latest products and information.
- Monitor sales and sales support activities to ensure customer satisfaction for managed accounts.
- Attend International Trade Shows as required to support both existing OEM & Aftermarket customers but to also prospect for new business.

Experience and qualification

- Degree in an Engineering, Technology or Agricultural Sciences discipline with a Business aspect or equivalent work experience.
- Previous experience with or within the agriculture/industrial sector, companies and/or customer, ideally within a Sales or Commercial role.
- Ability to spend up to 50% of time travelling both in the UK and internationally.
- Commercial acumen with a good business sense.
- Ability to offer pro-active and creative solutions to customer and internal requirements.
- Able to demonstrate an understanding of the principles and processes to providing first class customer services, including needs assessment, meeting quality standards for services, and evaluation of customer satisfaction.
- Excellent communication and coordination skills enabling clear and accurate delivery of information to key stakeholders.
- Proficient computer skills in Microsoft Office suite, Word, Excel & PowerPoint.
- Able to manage own workload with minimal supervision whilst maintaining flexibility in job role.
- Excellent organisation skills, with the ability to manage several projects simultaneously, ensuring quality, deadlines and expectations are met.
- Excellent problem-solving skills, with a keen eye for detail and creative solutions.
- Ability to perform under pressure within a team environment

From construction to agriculture we are transforming the way companies are doing business. We are headquartered in Livermore, California, USA, with our European head offices in Capelle a/d iJssel, the Netherlands (topconpositioning.eu). Topcon Positioning Group designs, manufactures and distributes precise positioning products and solutions for the global surveying, construction, agriculture, civil engineering, BIM, mapping and GIS, asset management and mobile control markets. Its brands include Topcon Sokkia, Tierra, Digi-Star, RDS Technology and NORAC.

We are looking for employees who share our drive and desire to be part of something bigger than themselves and possess a passion to collaborate with others who are the best at what they do. If you

can see yourself in our future, see below to learn about openings that satisfy your calling. Come expand your career with us.

See how we are changing things: <https://www.youtube.com/user/TopconToday>

If you are interested in this role, please apply via our career sites, <https://international-topcon.icims.com>.