

**Job title:**

Sales Manager

Location:

Loughborough

Reports directly to:

Sales Director – Europe & Asia

Strategic business unit:

The Sales Manager will be working for Meggitt Polymers & Composites (MPC) at our Loughborough site. This is an exciting time to join MPC as we have had rapid expansion of this division with the acquisition of the advanced composites businesses of EDAC and Cobham PLC, Meggitt Polymers & Composites will be managed through three customer-facing 'value streams'. These are dedicated to achieving the greatest possible intimacy with our customers, solving problems today with our enriched engineering function and preparing for tomorrow by aligning our applied research and technology (AR&T) investments closely with their technology roadmaps.

Value streams: Fuel containment & systems (Flexible fuel tanks), sealing solutions (aerodynamic and fire resistant polymeric seals) and advanced composites (Radomes and Ice protection).

Purpose:

To source, target and win new business for the Sealing Solutions Value Stream.

To identify and build solid, high-level relationships with both existing customers and potential new customers in order to promote and sell the company's portfolio of products

Working within a defined strategy, actively and professionally manage the entire sales cycle from lead generation and lead management to closing and handing over to the Program Management team for product introduction.

Responsibilities:

Identify key growth through developing both existing and new; market, customer and technological opportunities. Building and maintaining high level relationships with both existing and new customers in order to develop and achieve sales growth.

Visiting customers to create and develop relationships, make sales presentations, negotiations and regular sales reviews.

Research and develop a detailed and thorough understanding of the competitive landscape and customers' requirements and ensure that all sales opportunities are fully explored and captured.

Build, manage and maintain a substantial pipeline of potential sales and ensure that all pipeline activity is accurately documented and kept up-to-date. Build business cases for the targeted elements of the pipeline and win strategies to deliver the business case.

Win sales and orders, obtain new contracts, meet (and exceed) sales targets and profit and growth objectives.

Lead and coordinate successful negotiations with customers.

Establish and maintain good customer relationships, maintaining contact with them and arranging and attending meetings as required. As appropriate, coordinate and lead the activities of others to satisfy customer needs.

Work closely with Program Management and Customer Services to ensure customers receive an effective handover from sales/business development to day to day running of the account

Develop and produce monthly, quarterly and annual sales/orders reports, key performance indicators and communicate within the business. Compose and distribute minutes of meetings held to coordinate and progress sales activities.

Engage with internal and external stakeholders to ensure maximization of sales opportunities. As appropriate generating the internal business case and support.

Professionally and knowledgeably represent Meggitt Polymers and Composites and its products and

In conjunction with Programme Management and Account Managers create, prepare and deliver in a timely and organised manner, professional responses to tenders and requests for proposals, presentations, contracts and other documentation, as appropriate.

Primary working relationships & interfaces:

External liaison with customers will be a necessity.

The job holder will need to work closely with the Sales Director, the VP Strategy & Business Development & other Sales Managers.

Co-ordination with Programme Managers and Account Managers will be fundamental to the role.



Liaison with functional peers across the Value Stream and other SBU's including Plc will be required and within the SBU; the job holder will need to liaise and work with personnel across operational sites and functional areas.

Key skills and competencies required:

Aerospace experience is essential
Excellent financial understanding
Stable work history
Experienced Sales Manager
Polymer, rubber and composites is ideal