

CSS CAREERS

INTERNATIONAL SALES MANAGER

 WALSALL, UK

Delivering reliable solutions for complex subsea challenges, everyone at CSS plays an essential part in maintaining critical offshore connections for oil and gas operators worldwide.

We are looking for talented individuals to join the CSS team!

JOB ID #0109

RESPONSIBILITIES & TASKS

- Take a leading role in new and repeat business generation worldwide
- Develop productive relationships with key clients, partners and agents in order to generate enquiries and repeat business
- Conduct sales meetings and presentations with UK and overseas customers (in person or on-line), both individually and in support of other members of staff
- Expectation of international travel as needed
- To organise and produce sales proposals in response to customer RFQ's
- Supporting marketing by attending trade shows, conferences and other marketing events including delivering technical papers
- Ability to promote and sell complex engineering solutions
- Securing business against sales targets
- Management of assigned clients / regions
- Working with customer specifications and commercial requirements, co ordinate the input of multiple CSS resources, produce and submit highly professional technical sales proposals
- Coordination of the input of the relevant internal CSS resources, inc cost / margin analysis, client clarifications and bid review process

REQUIRED BACKGROUND

- A minimum of 5 years' proven sales experience in any technical product range or market, or convincing proof of sales ability in the absence of minimum experience
- An educational background, (likely to degree or equivalent level in a technical subject) which demonstrates an ability to understand and interpret mechanical products, materials, specifications and technical documents
- Experience of dealing with overseas customers and an understanding of the cultural differences which affect the sales process
- Experience of meeting customers in UK and overseas, and of self-managing travel
- Proficient with MS Office applications (Word, Excel, Outlook, PowerPoint and Project)

PERSONAL ATTRIBUTES

- Highly enthusiastic and energetic, motivated by the sales environment and winning business ahead of our competition
- Confident, prepared to challenge colleagues and partners in order to ensure best outcome for CSS
- Ability to work as part of a team, but to operate independently as required
- Strong written and oral communication skills – ideally experience with customers for whom English is not first language
- The ability to work quickly and efficiently with a high degree of detail and accuracy
- Keen to learn new skills and to assist and train others
- Flexible, adaptable in approach to work

JOIN OUR TEAM!

APPLY FOR THIS VACANCY BY VISITING [CSS CAREERS](#) AND SUBMITTING YOUR CV USING THE APPLICATION FORM AT THE BOTTOM OF THE PAGE

CONNECTOR SUBSEA SOLUTIONS

Head office: Kokstadflaten 17, 5257 Kokstad, Norway
Locations in: UK, Croatia, Bosnia & Brazil