Job Description

Export Distributor Sales Manager

Introduction

SEERS Medical Ltd is the leading UK manufacturer of Medical Furniture including treatment couches, patient trolleys and ergonomic seating. Products are designed & manufactured at our headquarters in Debenham, Suffolk.

As a thriving family-owned business, **SEERS** offers great career prospects and opportunities within a rapidly growing business in the healthcare industry.

Duties & Responsibilities

To support our large network of UK-based distributors and growing product portfolio, we are recruiting an **Export Distributor Sales Manager**.

The primary duties & responsibilities of the role will include:

- Working closely with distributor accounts to secure opportunities and contracts
- Managing and developing distributor relationships and increasing revenue
- Creating, developing and implementing strategy, working with marketing colleagues to create unique and targeted customer communications
- Identifying, seeking out and approaching new opportunities and/or potential/prospective customers
- Completing sales and business development exercises such as company presentations, product training, in-person demonstrations, assessing and evaluating customer's existing equipment etc
- Creating, interrogating and presenting reports based on data
- Helping to promote and maintain a positive brand image

Experience & Attributes

The successful candidate will have previous experience of working in sales environment, preferably Business-to-Business (B2B) and/or within the healthcare industry. A high level of communication and interpersonal skills; both written and verbal are mandatory.

They must also have a strong desire to succeed, with attention to detail and problem-solving skills. The role involves working independently and using initiative, so it's essential to be able to work effectively without supervision. A strategic thinker with ability to analyse and problem-solve, with the ability to work well with others. Strong maths skills are required.

Confidence using the Microsoft 365 package (Outlook, PowerPoint, Excel, Word) and any Customer Relationship Management (CRM) software is essential, noting that the current solution used is Sicon CRM.

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Job Type & Salary

This is a full-time position, based on 40 hours per week, 8.30am- 5:00pm, Monday to Friday.

Additional hours may be required for travel, trade shows, exhibitions or projects. This role will involve overnight stays, particularly for international travel, which may be required on a monthly basis.

The role is **office-based**, from our headquarters in Debenham, Suffolk.

Competitive salary with **performance-based incentives** and **electric vehicle** included in remuneration package, with potential relocation support, at our discretion.

The role will work closely and report directly to the Head of Sales & Marketing.

To Apply

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