

Job Specification

Job No	EN0006
Business Unit	Energy
Job Title	Sales Manager
Reporting To	Sales Director
Permanent/Contract	Permanent
Location (On/Off Client Site/Offshore)	Aberdeen or Glasgow. The job holder will be expected to be able to travel extensively, often at short notice, and both within and outwith the UK.
Salary/ Contract Rate	Negotiable
Job Description Summary (experience, education, skills, environment)	<p>To generate significant new business sales wins through:</p> <ul style="list-style-type: none">• Campaigns Take ownership of specific campaigns and co-ordinate with the Energy Marketing Manager their development and implementation to generate new leads and secure exploratory meetings with new clients as required by the overall Energy Sales Plan.• Prospecting Use own initiative to identify and target key customers in the Energy sector to ensure that at least £1m TCV is generated from new business names. Achieve through exploiting existing personal relationships, existing Amor Group relationships and general awareness of the industry and its issues and priorities.• Solutions Development Work with the wider energy team and contribute to the identification, creation and market testing of new solutions and services that address specific needs, whether existing or emerging, in the sector. <p>To defend and expand our footprint in nominated accounts through:</p> <ul style="list-style-type: none">• Following Amor Group account management and development principles and practices to ensure that any nominated accounts assigned to you grow by at least 25% pa. Growth is to be achieved whilst maintaining margin, with a stretch of improving overall account margin by around 10% pa. <p>We expect the role to encompass a split of 70% new business, 30% house accounts.</p>

**Skills
(Essentials/Desirables)**

- Preferably, we are seeking a candidate with extensive knowledge in, and track record of, selling to Energy Sector (Oil, Gas, Utility, Telco and Chemical) companies, especially within the Aberdeen/ UKCS geography.

**Experience
(Industry/Hardware/Software)**

International experience is desirable but not essential.

Qualifications

Miscellaneous

The successful candidate will be:

- Team player, hardworking, consultative sell with a focus on business outcomes and benefits and able to articulate clearly the value and benefits that our solutions will deliver and bring to clients.
- Must be able to operate under own initiative and possess the ability to create new solutions and services to address a customer or market need.