

Job Details	
Business Job Title	Sales Manager
Job Category	Permanent
	Business Development Director
Location	Aberdeen
Date Prepared	14/10/2024

Job Overview	
Role	J+S Subsea, a leading provider of subsea equipment and services, is seeking an experienced Sales Manager to join our team in Aberdeen. The Sales Manager will be responsible for identifying and securing new business opportunities, managing customer relationships, and providing technical expertise to support the sales process.
Accountabilities	<ul style="list-style-type: none"> <li>Proactively identify and pursue new sales opportunities within energy, renewables, hydrogen, CCUS and marine industries.</li> <li>Engage with potential customers to understand their requirements and develop tailored solutions.</li> <li>Prepare and present technical proposals, quotations, and contract documentation.</li> <li>Collaborate with the engineering and project management teams to ensure the successful delivery of projects.</li> <li>Maintain a deep understanding of J+S Subsea's product and service offerings, as well as industry trends and competitor activities.</li> <li>Attend and present at trade shows, conferences, and client meetings to represent the company and build relationships.</li> <li>Provide technical support and guidance to customers throughout the sales cycle and after-sales service.</li> <li>Contribute to the development of the company's sales strategy and growth plans.</li> <li>Monitor project intelligence platforms to identify potential sales opportunities, track industry trends, and gather insights for strategic planning</li> <li>Achieving sales targets set.</li> <li>Travel, both domestically and internationally, to meet business needs.</li> <li>Adhere to the Business Management System and its requirements in relation to ISO9001, ISO14001, &amp; ISO45001 (e.g. use of approved templates and adherence to defined processes).</li> <li>Work in a manner which protects your health &amp; safety and the health &amp; safety of others, whilst identifying ways in which we can reduce risks to people and our impact on the natural environment).</li> </ul>

Competencies and Qualifications	
Competencies	<ul style="list-style-type: none"> <li>Familiarity with subsea engineering or related fields</li> <li>Proven track record of successfully identifying, negotiating, and closing sales deals.</li> <li>Excellent communication, negotiation, and interpersonal skills.</li> <li>Ability to understand and explain technical concepts to a non-technical audience.</li> <li>Proficiency in CRM software and MS Office Suite.</li> <li>Strong technical knowledge of subsea equipment, systems, and project execution.</li> <li>Excellent communication and presentation skills, with the ability to effectively engage with technical and non-technical stakeholders.</li> <li>Willingness to travel within the UK and internationally as required.</li> </ul>
Education	<ul style="list-style-type: none"> <li>Degree in Engineering (Mechanical, Electrical, or Subsea) or a related technical discipline.</li> <li>Minimum 2 years of experience in a sales or business development role within the subsea or offshore industry.</li> </ul>
Work Experience	<ul style="list-style-type: none"> <li>Knowledge of project management principles and experience in project delivery.</li> <li>Familiarity with tendering and bid management processes.</li> <li>Understanding of the regulatory environment and compliance.</li> </ul>

	<ul style="list-style-type: none"><li>• Technical expertise.</li></ul>
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