



## Technical Sales Account Manager

### Fancy a career working with this bunch?

Are you an astute, commercially focused sales professional, with an ability to develop successful long term customer relationships? Are you tenacious and up for the challenge of seeking, tracking and closing major sales opportunities?

At Forge, we're really good at designing and manufacturing cutting edge bespoke LED solutions. That's why we're a market leader in custom LED lighting. We need a switched on, commercially aware Technical Sales Account Manager, based in our Ulverston office.

This is a full time permanent role (37 hours, Mon-Fri).

If you think you've got the skills to make a positive difference, we'd love to hear from you.

#### **The Role**

You'll be responsible for;

- Developing business
- Championing key opportunities across the business in line with customer expectations
- Understanding our technical product range and matching this to customer needs
- Developing and managing key customer accounts from order receipt to order fulfilment
- Reporting and managing the key sales opportunities
- Some potential to travel / visit customers
- Supporting the team at specific trade fairs

We want someone who is;

- An excellent communicator – who can sell at all levels and can close a sale efficiently
- Successful and experienced in a similar commercial role
- Able to develop a strong understanding of our technical products
- Has a good degree or a compelling story as to why not

- Clever, curious and analytical — a commercial thinker, driven by results
- Confident, with self-belief and ambition
- Structured, self-motivated and a tenacious thinker with a good eye for detail
- Enthusiastic with good people and teamwork skills and the ability to work well under pressure
- Good at presenting to colleagues and customers alike
- Very competent in IT skills

### **Why Work For Us?**

Based in Ulverston in the South Lakes, you'll be a key part of our commercial team, reporting our Commercial Director.

As part of our commercial team you can create opportunities, influence business and see your work come to fruition from initial customer contact to product delivery. In addition to a rewarding career with a highly respected and long established company there is the great working atmosphere, generous salary, profit share scheme, excellent transport links and flexible working hours. What's more, our location offers the best of life/work balance as you can walk straight out of work and into the Lake District. With its open spaces, bustling towns, many festivals and huge number of pubs, restaurants and clubs the opportunities for both adventure and leisure are immense.

Please visit [www.forge.co.uk](http://www.forge.co.uk) or contact [jobs@forge.co.uk](mailto:jobs@forge.co.uk) or phone 01229 580000 for further information.

### **To Apply**

Please send your CV together with a covering letter outlining your current salary (if applicable) and explaining why you think this is just the job for you.