



SomerdData Ltd.

Underwood Business Park, Wookey Hole Road
Wells, Somerset , BA5 1AF, UK

Phone: 01749 671481 E-mail: info@somerdData.com
Fax: 01749 671482 Website: www.somerdData.com

Registered in England No. 3393420 VAT Registration No. GB 692 3288 08

Job Description

International Sales Manager

31st March 2008

Introduction

SomerData designs, manufactures and markets a range of specialised electronic data capture and recording products that are used in a variety of broadcasting, communications and public security applications world-wide.

Due to continuing expansion we are seeking to appoint a Sales Manager to be responsible for identifying and securing new sales of the company's proven hardware and software applications in the Digital Broadcast industry.

Summary

Reporting to the Sales & Marketing Director, the International Sales Manager will be involved in all areas of the Company's customer-related activities.

The successful candidate will have proven Technical and Application Sales achievements, preferably in Broadcast or Communications applications. She/he will be accomplished in a range of customer relationship management disciplines, including pre-sales, post-sales, marketing, support and project management activities.

Previous experience with customers in international markets is regarded as essential.

Candidates are expected to demonstrate familiarity with and enthusiasm for electronics and technology, in addition to familiarity with office IT applications.

This is a UK office-based job, with International and UK travel.

The job requires self-motivation, enthusiasm, initiative and good communications skills.

Activities

The successful candidate will be expected to participate in the following activities, with the level of responsibility being related to experience and capabilities.

- Supporting the Sales & Marketing Director with the development of the Company's business in all product areas, but with an initial focus on Sales and Marketing of the Company's Broadcast product range.
- Maintaining good communications with other departments, including administration, manufacturing and engineering, to ensure a complete exchange of information on customer's technical and commercial requirements

Job Tasks

Main job tasks include but are not limited to:

- Identifying, managing and securing sales opportunities
- Communications with customers and sales partners
- Customer visits, demonstrations, presentations and exhibitions
- Handling customer and reseller enquiries
- Enquiry follow-up and issuing quotations
- Maintaining and qualifying customer contact database records
- Providing first line technical and sales support to Resellers and System integrators
- Identifying and recommending new product, applications and promotional opportunities
- Identifying competitive products and activities and
- Providing monthly reports to the Sales & Marketing Director on sales, marketing and support matters

For further information, please contact Simon Banks at the address above, or e-mail simon.banks@somerdData.com