

Sales Manager

We are hiring!



Company Description

Alpha Converting designs and manufactures a wide range of special purpose machines for the converting industry. Our machines are varied, high quality, often automated and exported worldwide.

Alpha Converting has seen an increase in the demand for its machinery, particularly in the core areas of slitting and rewinding, spooling, and automatic winders. This growth is built on the quality of machinery, innovation and flexibility to meet the specific needs of our customers and high levels of customer satisfaction. The existing customer base is worldwide, ranging from small start-up technology companies to blue chip multi-nationals.

Job Description

We are looking for a Sales Manager to support and continue this exciting expansion, concentrating particularly on increasing the sales of our more standard machines.

Ideally with an engineering background you will be an experienced Sales Engineer with a good technical understanding and experience of selling capital equipment in UK and worldwide. Good communication skills essential.

In addition to direct selling you will:

Develop and manage the website

Develop and work through a network of global agents

Organise our involvement in converting exhibitions

Maintain our social media presence

Manage the advertising budget.

Considerable opportunities exist according to ability, with opportunities to take a strategic role in the management of the Company for those with the right technical and leadership qualities.

You must be able to travel freely within Europe & USA.

We are a flexible efficient and quality orientated company and expect any applicants to have the same attitude and to be committed to the success of the company.

We welcome applicants with less experience who can demonstrate their potential for this role.

Salary £65-£80,000 OTE + Pension.

Apply by email to Simon King; simon@alpha-converting.co.uk