



Business Manager (West Midlands)

Hours: Monday to Friday 9.00am to 5.00pm

Salary: Dependent on experience plus benefits and discretionary bonus

Location: Home-based, ideally in the West Midlands area (Birmingham, Coventry preferred)

Nikken Kosakusho Europe Ltd are leading suppliers of world class precision engineering products such as CNC Rotary Tables, NC Tooling Solutions, Tool Presetters and Spindle Optimisation Solutions. Our elite product range makes us the number one choice for Precision manufacturers, Original Equipment Manufacturers (OEMs) and Tier One suppliers operating in high value manufacturing environments.

Based in the Midlands, but with regular visits to our Innovation Centre and Euro Centre near Sheffield, you will be joining an already successful team that covers other regions across UK and Ireland.

Your new role will be focused on generating new enquiries and sales and maintaining and growing our current customer portfolio to achieve our sales targets and company objectives.

Your regional responsibilities will include:

- Contributing to the development of the sales strategy for your territory
- Identifying and developing new opportunities and customers for the NIKKEN range of products
- Undertaking specific sales projects in a multi-disciplinary team with our technical sales specialists to provide customised solutions for companies in your region
- Maintaining excellent customer care through regular aftersales contact with existing customers
- Updating our customer relationship management system in order to ensure all customer contact is captured
- Liaising with our internal sales and service teams to ensure prompt ordering and delivery of products to customers
- Supporting exhibitions and other customer events both in the UK and abroad.

To be successful in the role, you will have an engineering background, ideally with a machining and production bias. You may also have some previous experience in sales, either through working for a supplier or manufacturer of engineering solutions although this is not essential as full sales and product training will be provided. You will be confident in speaking to people and will have strong verbal and written communication skills. Your approach to work will be well organised and you will be good at working with new people and new businesses. You will also have the flexibility to travel to customer locations across your region on a daily basis.

In return, NIKKEN offers exceptional working conditions, a great package including fully expensed company car, laptop, mobile phone, commission and a discretionary performance bonus as well as pension, training and an opportunity to progress as we grow.

To apply, please send your CV and your interview availability to nikkencareers@nikken-world.com.
Alternatively, you can send your CV to NIKKEN Careers, NIKKEN Innovation Centre Europe, Advanced Manufacturing Park, Brunel Way, Catcliffe, Rotherham, S60 5FS.