



## **Regional Sales Manager (South East) – (Engineering/Manufacturing Experience Essential)**

**Package: OTE £80K depending on experience**

**Ideal locations: Reading, Guilford, Slough, St Albans, Redhill**

World-class engineering solutions provider, NIKKEN Kosakusho Europe Ltd, is looking for Regional Sales Managers to join our fast-growing Sales Team. With roles available in the North West, South East and Midlands, these roles would suit a self-motivated, driven and enthusiastic individual currently in an Engineering/Manufacturing Technical Sales Role or Production Engineer/Manager or similar role.

### **Person Criteria**

We're looking for an individual either in a Technical Sales Role or from a production environment looking to take an alternative step in their career. With full training, support and excellent benefits, we're looking to speak to individuals with the following:

- Experienced engineer with an appreciation for world-class engineering solutions,
- Background in mechanical engineering and manufacturing experience,
- Experience working with Rotary Tables, Tool Holding and other engineering solutions,
- Knowledge of engineering applications and CNC Machine Tools,
- Ability to interpret drawings to identify a solution and present cost-saving benefits,
- Currently or previously a Production Engineer, Production Manager, Project Manager, Technical Sales Engineer or similar looking for new opportunities,
- Dynamic, enthusiastic, self-motivated and driven with excellent communication skills and a willingness to learn,
- A full UK driving license,
- Technical sales experience is advantageous but not essential.

### **What NIKKEN offer:**

- Competitive salary and commission structure: OTE £80k,
- 22 Days Annual Leave + Bank Holidays (increasing to 25 days Annual Leave after two full years of service),
- Extensive training programme inclusive of trips to HQ in Japan and Italy,
- Excellent career progression opportunities,
- Provision of a company car or mileage allowance – excellent fleet offering (potential Hybrid vehicle),
- Opportunity to work for an innovative and respected engineering company with solid growth plans,
- State-of-the-art engineering facility to support customer sales, staff training and R&D of NIKKEN solutions,
- Continuous personal development training,
- Opportunities to travel to international trade shows,
- An established customer base of approximately 200 accounts with the potential for fast growth,
- On-road extensive support from internal sales, technical, marketing and service teams.

**Who are NIKKEN:**

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.

**The Role/Expectations:**

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 the following:

- Contributing to the development of the Sales and Marketing 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 product specialist to provide customised solutions for companies in your region,
- Maintaining excellent customer care through regular aftersales contact with existing established customers,
- Updating our customer relationship management system in order to ensure all customer contact is captured,
- Liaising with our pre-sales and internal 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 apply, please send your CV and your interview availability to [nikkencareers@nikken-world.com](mailto: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.

