



Regional Sales Director – UK and Europe

The role

We are looking for a Regional Sales Director to join our team based in Coventry. The role will report to the UK Managing Director and indirectly to the Group Sales Director, presenting a great opportunity to make a significant impact by driving a step change in our growth aspirations.

We are looking for someone who will act as a professional head, leading a team of Sales Managers, Bid Managers and Bid Engineers to ensure successful delivery of sales and revenue targets whilst retaining direct ownership of your own set of clients and business targets. You will have relevant sales experience in one or more of our industry sectors and will relish the opportunity of delivering sustainable sales growth from our existing core services.

What will really make you stand out is the way you demonstrate the building of customer relationships, the ability to secure new and repeat business and the ability to lead, mentor and develop your team. You are the kind of person who will take ownership to ensure that our sales objectives are exceeded by a skilled, competent sales team and that you are constantly reviewing and anticipating future industry changes to stay one step ahead.

You are adept at developing strong relationships both internally and externally, confident liaising at all levels and inspire instant credibility. You have a knack for understanding client requirements and translating them in a way that allows your team to create effective solutions. You pride yourself on your well-honed organisation skills, commercial approach and on delivering results.

If you are professional, motivated and flexible, with demonstrable experience of managing a multi-disciplined sales team, you could have what it takes to thrive within our matrix structure. You will be ambitious and keen to take on your next challenge; the kind of person who is solutions focused and able to prioritise the things that really make a difference.

To apply for this role please send you CV and a covering letter telling us why you'd like to come and work with the team here at Optilan and what you can bring to this role.

Please make sure you include details of your current salary and notice period and send it to our HR team at recruitment@optilan.com