

Regional Sales Manager – Industrial markets UK, Ireland and Scandinavia

Strategic growth through direct market penetration, Distribution, and selected OEM's
Pumps & Systems

UK Based: M62 Corridor from Manchester-Leeds but Flexible

Founded on high-end German innovation and quality, RuhrPumpen is a rapidly growing provider of Engineered Pumping Solutions and is seeking a leadership position in the Industrial sector.

The Role:

Reporting to the European Industrial Sales Director, the **Industrial Sales Manager** will have sales responsibility for business development, long-term relationships & growth across the territory:

- Strategic Targeting: Identifying top potential customers and channel partners.
- Sales Management: Coordinating enquiries, converting quotations, and following opportunities.
- Customer Management: Ensuring orders meet customer needs.
- Active communication: Liaison between internal departments and customers to achieve high-level satisfaction.
- Distribution: Identifying, onboarding, and developing and helping regional distributors.
- Negotiation: Commercial, Terms & Conditions, and technical negotiation.
- Maintaining company tools: Updating client records and order status reports in the group CRM.
- Business Development: Identifying market and product dynamics for development.
- Aftermarket Care: Client care, spare-parts follow-up, and warranty coordination.
- Promotion: Working with the Marketing department to raise brand awareness.
- Achieving yearly bookings targets.

The Person:

- Bachelor's degree in mechanical engineering or equivalent.
- 5+ years of experience in the pump industry within external or internal sales.
- Knowledgeable of industrial pumping standards: ATEX, ISO 2858, 5199, 15783, EN733, ANSI B73.1/73.3..
- Mechanical seal appreciation along with associated piping & vessel plans.
- Familiar with typical industrial customer groups along with an appreciation of the processes.
- Competitor awareness of equivalent products
- Ability to develop and execute individual business plans.
- Excellent communication skills
- Availability and willingness to travel to customer locations up to 75% of the time.

The Offer:

- A good salary will be offered to the successful candidate along with the usual benefits associated with a rapidly growing global organisation.
- Commission / bonus scheme.
- Company car / car allowance.
- Plenty of internal training possibilities.
- Career development.

RuhrPumpen prides itself on being a quality provider of support and solutions to a wide-ranging customer base. 75 Years of Pumping Innovation has forged the ability to provide a wide choice of standard industrial products through to partnered innovation with its customers.

Applicants should email with their CV in confidence to Shaun Hampson (shampson@ruhrpumpen.com) quoting the reference "IND-RSM(UK)".

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