



Company Description

Would you like to work with us? Lantek is the global leader providing software systems and solutions to companies manufacturing parts with sheet metal, tubes, and structural steel. From small workshops to international multi-plant corporations, Lantek systems are present in every kind of industrial factory. Lantek is a key partner in Digital Transformation for metal processing companies. We help our customers to achieve their Industry 4.0 goals with leading products and services, provided in an open multivendor platform. Lantek has more than 25 years of experience and more than 200 professionals spread around the world. Our offices are present in more than 15 countries worldwide, besides a significant presence in Spain, where HQ located. If you want to join a young, dynamic and expanding corporation, working in a sector with a great potential for development on a global level which, at the same time, offers real and attractive possibilities of both personal and professional growth, here you have your best opportunity!!

Information

 Deadline: 2019-09-01
 Category: Business
 Province:

 Country: United Kingdom
 City: Malvern

Company

Lantek Sheet Metal Solutions



Main functions, requisites & benefits

Main functions

What you will do... Lantek is seeking for an UK Area Sales Manager to make sure sales targets are met within the designated sales territory. Our Area Sales Managers identify opportunities, conduct needs analysis and present high-quality, technical and professional software demonstrations. They use value-based methods and specialized software knowledge to design, demonstrate, plan, and coordinate the integration of equipment, software and processes with Lantek's Industry 4.0 ERP, MES and CAD/CAM Nesting Software. You will be directly reporting to our Commercial Director at Lantek UK. You will travel within your designated area frequently.

- Develop competitive sales plans and strategies in the designated area.
- Maintain Executive-Level relationships with Sheet Metal Fabricators.
- Create opportunities and follow-up on leads in region. Convert prospects into win.
- Develop and Present Solution-Focused Software.
- Requirements gathering for Projects, Proposals and Statements of Work.
- Support post sale transitions to implementation team and follow-through.

Requisites

What we are looking for... Degree in technical field (Science, Technology, Engineering, ...).

A minimum of 3 years of experience selling Project-Level Enterprise Software.

Advanced knowledge of Business and Manufacturing best practices.

Enterprise software configuration, rollout, and support experience.

Experience designing and presenting solutions specific to customer requirements.

Demonstrated success achieving quota selling enterprise software.

Ability to quickly learn Lantek's ERP, MES, and CAD/CAM software solutions at an in-depth level.

The skillset to discuss key industry issues at multiple levels and to become a Subject Matter Expert.

Impeccable time management and commitment honoring.

Excellent verbal and written communication skills suitable for inspiring entry level employees to C-level executives through needs analysis, positioning, business justification, and closing techniques.

Willingness to travel.

