

<b>Job Title:</b>	UK and International Sales - Motorsport
<b>Reporting to:</b>	Head of Sales
<b>Direct reports:</b>	Motorsport Account Manager (support)
<b>Prime Objective:</b>	To be responsible for generating profitable sales in the Motorsport market to both existing and new customers in order to help cement Alcon's continuing growth within this market, and in line with the business plan.

### **Key Responsibilities**

You will be expected to undertake the following responsibilities both on a general basis and also in response to specific requests from the Head of Sales.

- Working in conjunction with the Head of Sales, and in line with the business plan, win profitable business via effective "solution" selling into the Motorsport market (both new and existing customers)
- Be responsible for all planning aspects of the sales process including contract negotiation, product testing, payment, spares, program duration.
- Act as primary sales contact for new and existing Motorsport customers on a daily basis (Account Manager to support you on a daily basis)
- Fulfill the commercial role of "engineering change management" for existing customer projects as and when necessary, working closely with the engineering department and Project Manager.
- Work closely with the Alcon designated Project Manager to ensure any variances in key project milestones are relayed back to the customer (via the Motorsport Account Manager).
- Oversee the Motorsport Account Manager in processing sales orders onto Alcon's ERP system in accordance with set procedures.
- Working with the Motorsport Account Manager, liaise with the Engineering department as required to establish correct technical specifications or to instigate engineering work to fulfill customer requirements.
- Take the lead with regard to planning for and attendance of events such as trade shows, competition events and customer tests.
- Support the Motorsport Account Manager by fielding customer specific telephone enquiries and provide advice to customers on items such as product / technical issues for potential new customers.

- Development of network of relationships with all decision influencers within the target prospect.
- Assist in any other sales office duties as and when required.

### **The candidate**

- Proven track record in Business Development within the Automotive industry is preferable
- Previous experience (commercial or technical) within Motorsport preferred
- Chassis / brakes experience preferred but not essential
- Degree level intellect with demonstrable experience in selling mechanical /technical product.
- Some personal contacts(s) from within the Motorsport industry preferred
- Equally comfortable with both commercial and technical negotiations
- Must be computer literate, comfortable using Excel, Word, Outlook
- Must be able to construct and make polished presentations effectively
- Ability to communicate effectively at all levels of the organization
- Must have proven negotiation skills
- Must be familiar with Motorsport / Automotive projects, milestones, procedures
- Positive, resilient, target focused individual
- Must hold a full UK driving license
- Experience of working in a pressurized environment

### **Measurable**

- Account growth in line with the budget set by the Head of Sales
- Penetration in new sectors / divisions

The position will be office based from our headquarters in Tamworth, however travel is required (sometimes extensive) to visit new and prospective customers both in the UK and overseas.

To apply for this position, please send your CV and salary expectations to [Vacancies@Alcon.co.uk](mailto:Vacancies@Alcon.co.uk)