

Sales & Project Manager

North West

• **Audio** • **Sound System** • **Engineering** • **Acoustics** • **Project Management**

Salary dependent on experience plus car allowance, bonus and benefits

The company is privately owned and is involved in the design, installation and maintenance of commercial audio solutions for new build and existing venues. All projects and installations are managed in-house and over the last 30 years they have achieved consistent sales and profit growth. Due to current growth and future development plans a new position has been created.

This appointment is part of the next phase in the organisation's development and for the right individual there may be an opportunity in the future to acquire an equity stake in the business. Therefore, this is a unique career development opportunity for someone who wants to play a key role in influencing the direction and further growth of the business.

Candidates with experience of any of the following are likely to be the most relevant –

- Audio Contracting
- Communications
- Sales Management
- Project Management

Key responsibilities

- New business development for both sales and installation
- Identify key target markets, develop product sales strategy and execute
- Ensuring existing enquiries are dealt with professionally and efficiently
- Generating leads and closing sales
- Maximise business from existing customers
- Project management of projects - co-ordinating all elements of design briefs; reviewing quotations; order confirmation and production; project delivery and installation
- Contracts management and cost control to ensure efficient delivery / installation of each project and achievement of targeted margins
- Managing relationships with main contractors
- Managing Work-In-Progress across multiple projects
- Site visits as appropriate to ensure that all projects are scoped out and delivered correctly
- Oversee installations to ensure the correct utilisation of resources with additional responsibility for risk assessments and method statements

Applicants should have the following:

- c5+ years' experience in any of the following – audio, communications or fire systems sales management in a variety of commercial market sectors
- Good understanding of health and safety practices
- Strong understanding and experience of projects and contracts management with a focus on strict cost control and management of work in progress.
- Technically credible; grasps issues quickly
- Commercially adept with excellent negotiation skills. Financially literate
- First class people management skills with the ability to get the best out of staff at all levels
- Decisive, determined, keeps on top of issues, stands ground, backs up arguments with facts and detail
- Customer focused with a proactive approach to managing their expectations and with the ability to manage sometimes conflicting priorities
- Logical approach, thorough, good IT skills
- Engineering related degree, perhaps supported by a business qualification. ISCE membership

Please apply by emailing vacancies@pas-sound.co.uk, attaching your CV and salary expectations. All applications will be acknowledged.