

Job title: Sales Manager

- Remuneration: £40K-55K** plus commission
- Location: Hybrid, home working with monthly in-person team meetings
- Start date: On conclusion of interview process, preferably March 2024
- Nature of contract: Permanent contract, 5 days per week
- To apply: Send CV and covering letter to: info@fishtekmarine.com

** depending on experience

Closing date: Applications welcome until position is filled.

Job Description:

Fishtek Marine are growing. With an increasing sales network across 40+ countries, we are looking to recruit a Sales Manager to lead, manage and grow our customer base. Ideally with 5+ years of relevant experience. The Sales Manager will be responsible for overseeing and expanding our sales network. They will have a track record in sales and naturally be an excellent communicator with a passion for working in and improving the sustainability of the fishing industry. They will have a good working knowledge of the fishing industry and be able to work closely with our existing distributor and sales agent network. The role will require considerable international travel.

About Us

Fishtek Marine is a unique conservation engineering company which draws together a valuable combination of award-winning engineers and fisheries scientists. Our team focuses its expertise and energy on developing and distributing a range of innovative technical devices which are proven to minimise bycatch in commercial fisheries. Working across a range of taxa, the success of the team over the past 10 years has positioned Fishtek Marine as global leaders in bycatch prevention and sustainable fishing. Fishtek Marine work both nationally and internationally and enjoy partnering with a wide range of research partners from the fishing industry, academia, NGOs, and fisheries managers to maximise the potential impact of advances in this sector.

Key Responsibilities:

Sales Manager

- Develops sales strategies and approaches for products and services.
- Manages our existing distributors and sales agents.
- Sets targets and contracts.
- Deals with quotations and maintains the sales platform (Pipedrive)
- Design and implement marketing plans for each product being offered.
- Maintain excellent relationships with clients.
- Attends trade shows and travels to meet clients as needed.

Qualifications/experience:

- 5+ years Sales Management experience
- Excellent written and spoken English
- Ability to speak multiple languages (desired)
- Knowledge of the fishing industry – preferably first-hand experience
- Self-motivated, detail-oriented, and able to work independently.
- Excellent time management and organisational skills.