

JOB DESCRIPTION

PPM Power is a distinguished distributor at the forefront of the science and industry sector, specialising in components for power electronics, high voltage, and pulsed power applications.

The company has carved out a significant niche in the high-reliability and high-power density market, offering products across Europe, Asia and North America. We are in an expansion phase and are keen on bringing in a European Sales Manager to establish and grow the continental business.

Job Title: European Sales Manager

Purpose of Job: Reporting to the Sales Director you will be providing customer facing technical support, designing support, project management and quotations on a range of products. Ideally you will have a working knowledge of electronic and electrical principles, electronic components (both passive and active) and an appreciation of thermal solutions and instrumentation.

Location: Flexible

Reporting to: Sales Director, PPM Power

RESPONSIBILITIES:

- Focus on the new enquiries and attend relevant shows and events
- Develop a list of target accounts and have the patience to work them until an opportunity arises
- Providing technical support, particularly in person
- Help educate customers in key product benefits
- Project managing and liaising with third parties
- Taking ownership of key product lines and becoming the technical expert
- Working closely with overseas partners/principals
- Maintaining the data on the CRM system to ensure its effective use
- Contributing to the website development (product content and articles).

SKILLS/EXPERIENCE:

- Previous experience in a technical sales role
- The technical knowledge and the ability to apply ohms law, basic RF principals, basic EMC principals, understanding peak and average power
- Knowledge of passive components, semiconductors, power supplies, instrumentation and thermal solutions would be beneficial
- Full Clean Driving license
- The ability to work from a catalogue and datasheets

QUALIFICATIONS:

- A graduate in Physics/Maths or Electronic/Electrical Engineering or equivalent

PERSONALITY/CHARACTER:

- Driven and self-motivated
- An inquisitive mind and be keen to understand
- The confidence to ask questions and say “sorry I don’t know, but I know who to ask”
- Can do attitude, willing to go the extra mile to achieve your goals
- Able to work effectively as part of a team and collaborate with colleagues from different departments

REQUIRED BEHAVIOURS:

- **Creativity and innovation** – Possessing a passion for driving continuous improvement by spotting opportunities and seeking the views of others
- **Keeping Commitments** – You demonstrate a can-do attitude and drive to complete tasks and projects and report that they are completed, even when other opportunities arise that appear to be more interesting
- **Collaboration and Communication** – ability to develop relationships with colleagues outside your department built on mutual trust, respect, and a drive for sharing and success
- **Impact and influence** – You listen to different perspectives, evaluate, persuade, and carefully shape your work to deliver excellent results
- **Teaching and Sharing** – You share what you know with others and seek to learn from the vast pool of knowledge of others at PPM
- **Company Focus** – Put the needs of the company before your team needs, and drive to achieve the goals of the company as well as those of your own team

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