

Area Sales Manager

We are looking for a motivated sales professional who ideally has an engineering background and a sound technical understanding of complex security systems. This must be supplemented with commercial experience and proven sales track record. You will have previous experience of managing and growing/developing sales opportunities to achieve targets.

Blighter Surveillance Systems Ltd (www.blighter.com) is a UK-based e-scan radar and sensor solution provider delivering an integrated multi-sensor package comprising Blighter electronic-scanning radars, cameras, thermal imagers, trackers and software solutions.

It is likely that you will have a technical degree, but significant experience in the military or security market will also be considered. Experience of radar technology and/or electro-optic systems is highly desirable. You will be working with a close-knit team but also working alone with customers both in the UK and abroad. As such you will be willing to travel and be responsible for representing Blighter Surveillance Systems in a professional manner under sometimes difficult and challenging conditions. You must be able to communicate effectively, in particular having good spoken and written English.

You will be self motivated, able to take the initiative in customer discussions, be an effective team player and have efficient time management skills enabling you to work well on your own.

An ideal candidate should have all of the following skills and abilities:

- A technical degree or technical experience in lieu
- Able to design and/or critique the design of multi-sensor security systems that include radars, cameras, thermal imagers, communication systems and Command and Control (C2) stations
- Able to communicate detailed technical information about the sensor system with the Blighter team and our customers including System Integrators and end-users
- Able to prepare customer facing documents including technical proposals (e.g. response to RFI, RFP and RFQs), compliancy matrices, technical sales publications including white papers and radar propagation analysis
- Be organised, allowing you to handle a large number of potential customers
- Able to support exhibition stands and meet many new and diverse customers
- Strong interpersonal communications skills with the ability to deal at all levels of an organisation, together with drive, energy, ambition and an outgoing personality
- Good negotiation skills are essential, together with a good commercial awareness
- Able to operate both independently and as part of a team, be resourceful and have good organisational, planning and presentation skills
- The Blighter equipment is reasonably heavy and generally requires demonstration and installation on elevated platforms, therefore you should be in good health and able to lift equipment, climb ladders etc
- Ideally located within commuting distance of our office near Cambridge
- Willingness and ability to travel overseas
- Have a valid UK driving licence with no major endorsements

The following skills would also be an advantage:

- Experience of working with a CRM system
- Providing support on equipment training courses
- Speaking another major foreign language
- An understanding of UK and US technology export issues