

Blighter – International Sales Manager

About Blighter

With global reach across the defence and critical national infrastructure sectors, Blighter has unique and patented best in class surveillance radar technology. A product company, Blighter delivers unique radar-based products that are specifically designed for protecting valuable assets in demanding environments.

Blighter is poised to conquer a now fast-growing surveillance market whilst scaling up the business and taking advantage of these opportunities. It's an exciting time to be part of the team which is based South of Cambridge that takes the company to its next level, creating genuine value via its unique technology and commitment to quality.

The Opportunity

Blighter grew at its fastest ever rate in 2019, impressive for an SME which has been self-funded to date. Spun out of an engineering consultancy business in 2015, Blighter appointed a new Executive team and Board in 2019, making it uniquely poised to take advantage of a fast-growing surveillance market. The business is preparing to scale to take advantage of these market opportunities. It's an exciting time to be part of the team that takes Blighter to its next level, creating genuine value via its unique technology and commitment to quality. Blighter has achieved significant success in the international market having sold into over 30 countries. The largest of these is South Korea, where the company has supplied over 100 systems helping protect the DMZ.

Blighter's routes to market are currently through several different channels. This includes selling directly to end users, via in-country value added reseller ("VAR"), distributors and through integrators or prime contractors as part of integrated systems.

The Role

This role reports to the COO. For the successful candidate who proves themselves capable, there is potential for this role to develop into a Sales Director in 2 -3 years' time.

You will be self-motivated, able to take the initiative in customer discussions, be an effective team player and have excellent time management skills, enabling you to stay focused and committed within a light touch management environment. Key responsibilities will include:

- Identifying key customers and building appropriate relationships
- Identifying routes-to-market for the relevant market opportunities (end user; VAR; integrator; influencers)
- Forensically evaluating enquiries and opportunities and prioritising effectively to ensure successful commercial results.
- Building customer specifications following detailed appraisals of end-user requirements. Preparing quality responses, on a timely basis, to RFI, RFP and RFQs, compliancy matrices and technical sales publications
- Collaborating effectively across all functions (engineering, marketing, business development, compliance, finance, legal) to drive successful outcomes for the business
- Evaluating the competition and effectively communicating Blighter's relevant value proposition
- Developing routine reports for the COO and Executive team on sales activity progress and pipeline
- Identifying and making a business case for attending/exhibiting at trade events



The Successful Candidate

To be successful in this role, you will need to have a good track record of winning defence, civil aerospace and/or CNI sales within the international market.

This is not a farming role. You will need to bring energy, dynamism and the ability to quickly grasp both the technical and operational benefits of the Blighter product suite capability.

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

- A technical higher education qualification (apprenticeship; HNC; degree etc) or deep technical experience. Qualification or experience most likely to be electronic or electrical engineering
- Able to understand defence communications, systems, RF technology or electronic warfare. Of particular interest is experience working with multi-sensor security systems including radars, cameras, thermal imagers, communication systems and Command & Control (C2) systems
- Sales experience in the UK and internationally
- Influencing to persuade all value-chain players (intermediaries, integrators, customers, end-users)
- Be organised and able to prioritise, allowing you to handle large amounts of opportunities concurrently. Be resourceful and have good organisational, planning and presentation skills. Demonstrate a sense of urgency and responsiveness in their approach.
- Flair in their interpersonal approach with strong communications skills and able to make an impact at all levels of the customer and end-user community
- Strong negotiation skills across all commercial terms (pricing, payment terms, product deliverables, services, value-add incrementals)
- A team player as well as being self-motivated and able to operate independently
- Willingness and ability to travel internationally
- Experience of using and developing CRM tools and reporting
- Have a valid UK driving licence

Remuneration

- Salary - Negotiable
- Performance incentive scheme based on Order Intake
- Pension
- Private Medical Insurance
- Annual leave 25 days (Plus 8 Public Holidays)

To Apply

Please send a CV and covering letter to recruit@blighter.com and we will forward to our retained search consultant.

About Our Values

As a key member of the Blighter team, you will live by our values which we are proud to define as: respect, honesty; excellence; ownership; engagement; collaboration.

We are an equal opportunity employer and will consider all qualified applicants for employment without discrimination on grounds of disability, gender or gender orientation, pregnancy or maternity leave status, race or national or ethnic origin, age, religion or belief, gender identity or re-assignment, marital or civil partnership status, protected veteran status (if applicable) or any other characteristic protected by law.

