

Regional Sales Manager – Oceanographic/GIS Software - EMEA

IVS 3D Ltd

Location:	Banbury, Oxfordshire, UK
Employee Type:	Full-Time Employee
Industry:	Software GIS Software Ocean Survey/Mapping Sales – Marketing
Manages Others:	Yes
Job Type:	Sales Sales Management
Education:	3 Year Degree
Experience:	At least 10 year (s)
Travel:	Up to 50%, EMEA Europe, Middle East Africa
Posted:	1 June 2009
Contact:	HR (HR09@ivs3d.com)
Ref ID:	EMEA RSM

Description

IVS 3D, a leader in 3D visualisation software, is expanding and looking for key individuals who share our vision of work ethic and energy, to help us promote and further grow the business.

We are currently looking for a qualified Regional Sales Manager, Europe, Middle East, & Africa (EMEA) who will play a central role in helping to further develop business activity already established in the region.

Regional Sales Manager

DUTIES

- Prepare and implement sales tactics and marketing plans that will drive sales to achieve targets and budgets and support the overall business plan
 - Monitor and report sales performance against targets and budgets
 - Prepare and update sales forecasts quarterly
 - Maximize sales and gross profit on existing products and service to existing accounts
 - Assist in the annual budgeting process by preparing targets for sales as well as expenses for staff compensation, travel and marketing
 - Initiate and develop new streams of revenue with new and existing accounts
 - Coordinate and manage marketing and promotion programs for the marine division including catalogs, ad campaigns and other print media as well as trade shows and exhibitions.
 - Organize, prioritize and schedule work assignments, tasks, projects and travel for your team of sales people and product specialists.
 - Supervise, train and develop staff
 - Conduct annual staff performance appraisals
 - Recruit and develop new employees as necessary
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Requirements

- Extensive sales experience; minimum of 10 years, at least 5 years in a managerial role
 - Proven track record of success
 - Demonstrate critical thinking and analytical skills
 - Experienced at employee development and performance assessment
 - Bachelor's degree in business; MBA is preferred but not required.
 - Thorough understanding of MS Office applications as well as a CRM system
 - Good organization and time management skills
 - Enthusiastic, passionate and driven to perform in this role
 - Prior GIS Industry experience preferred
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IVS 3D LTD, offers competitive salaries and incentive plans. Additionally, we offer an attractive benefits package including a company health policy; paid holidays and time off per year. Business casual dress code.

For immediate consideration, please forward your CV to: email contact above.