



## **Sales & Marketing Manager**

Scanprobe have been designing and manufacturing drainage inspection cameras since 1985 with a focus on being a market leader in quality and leading edge design. In 1996 the Renoline division was born, with the aim of supporting the post-survey part of the drainage industry, supplying the tools and consumables required to complete the repair and maintenance works that the pipeline inspection survey may have highlighted as necessary, machinery and materials to patch or line sections of the pipeline that were damaged or leaking. We are looking to recruit an ambitious Sales & Marketing Manager who is seeking a hands-on, autonomous role. The successful candidate will manage sales and marketing strategy, Company representation at exhibitions, liaise with 3rd party marketing suppliers, create marketing content where necessary, oversee maintenance of our websites and assist with planning the successful launch of new and existing products.

### **Sales & Marketing Manager Key Job Responsibilities:**

The sales and marketing manager's job responsibilities include developing and researching marketing opportunities and sales strategies.

- Achieves marketing and sales operational objectives by contributing marketing and sales information.
- Prepares and completes marketing action plan.
- Meets marketing and sales financial objectives by forecasting requirements and preparing annual budgets.
- Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions.
- Acquire deep understanding of products and software



- Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertisements.
- Identifies marketing opportunities by understanding consumer requirements.
- Improves product marketability and profitability by researching, identifying, and capitalizing on market opportunities.
- Sustains rapport with key accounts by making periodic visits and/or video calls.
- Provides information by collecting, analyzing, and summarizing data and trends.

### **Salary and Benefits:**

The role is office based with a minimum 40 hour week (longer hours may be needed when attending events or trips abroad)  
Salary offered £45,000 to £50,000 depending on experience

### **Sales & Marketing Manager Qualifications and Skills:**

- Ability to work under pressure
- Strong closing skills
- Ability to present multiple product lines
- Pro-active and good listener
- Content creation – creative and practical skills
- Great written and verbal communication skills
- Attention to detail
- Superior organizational and time management skills

### **Education and Experience Requirements:**

- Degree in marketing, business administration, or a related field
- Minimum of 5 years of experience in sales or marketing