

Software Sales Manager

Fulltime | Chalgrove Oxfordshire, Great Britain

Job Summary

The Software Sales Manager will report to the Head of IT and support to the Sales function with IT Systems project design (e.g WMS), presentation materials.

The individual will work with colleagues from the UK and Austria (and other European Countries as dictated by each project) and develop their skills and knowledge as they progress.

Extensive travel UK and EU.

Duties and responsibilities include, but are not limited to:

- Active in Business Development, networking and sales activity to build a network of opportunities
- Playing a supporting role within automation system sales, providing key aspects such as requirements gathering, scoping, pricing and commercial documentation
- Execute the business development strategy
- Support with requirements & business case for WMS only projects together with Software Consulting
- Preparation of solution proposals, calculations, pricing and presentations of Systems/IT elements on a project bid
- Align with business units to identify the market potential for products and service portfolio
- Management of customer experience and expectations
- Input to and Management of CRM system
- Customer consulting
- Market awareness of competitor and industry position

Skills/qualifications

- Degree (or suitable logistics experience) in at least one of the following:

Software engineering

Logistics operations

Supply chain management

- Software engineering

Logistics operations

- Supply chain management

- Software-as-a-Service (SaaS) knowledge

- English will be the primary language for this role however additional knowledge of German is highly desirable

- Experience of Automated Warehouse design and/or operations would be valuable

Important behaviours to have in line with our company values

- Appreciation – Recognises the achievement of others





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- Creativity – Is resourceful and innovative
- Courage – Willing to learn and try new things
- Openness – Always approachable and helpful
- Reliability – Consistently gives their best

Local benefits

Some locations have local benefits; please speak to a member of the management team.

built on values.
powered by people.

Applications via
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