

PLM Regional Sales Executive

Salary: Negotiable

Cutting Edge Solutions is the leading provider of Siemens PLM software in the UK and Ireland to the design, engineering and manufacturing industries. With 20 years' experience, the company has a large and varied customer base with a proven track record and reputation for supporting some of the largest engineering businesses in the UK.

Encouraged by the success of the Siemens portfolio of products (Solid Edge, NX & Teamcenter) and associated services activities, Cutting Edge is a fast-growing, professional company with a friendly work environment.

The successful candidate will be responsible for growing the Siemens PLM portfolio presence in the engineering and manufacturing sectors throughout UK. The role would be ideally suited for an individual who wants to grasp the opportunity to make a name for themselves amongst a successful team of professionals.

The role will involve some account management but predominantly focused on developing, progressing and closing new PLM business (software, maintenance, training, consultancy & implementation services).

For this sales position, we are looking for individuals who meet the following criteria:

- Strong sales skills with proven ability in new business wins
- Sold complex solutions
- Experience selling to senior management
- Business change management experience
- Experience in demand generation
- Knowledge of the engineering/manufacturing industry
- Experience in PLM or ERP software sales
- Knowledge of Teamcenter or a competitive product suite (such as Enovia, Windchill, SAP PLM etc) an advantage
- Minimum 5 year's sales experience with a proven track record of success
- Proficient in the following competencies: developing trusting relationships, business and financial acumen, excellent communication, ability to engage at executive level, managing pre sales resources, expanding and advancing opportunities, devising appropriate sales strategies and solutions, driving the sales cycle, accurately forecast sales pipeline, ensuring and sustaining customer satisfaction, sales opportunity analysis, gain the purchasing commitment and manage the ongoing business relationship with the customer
- Pro-active and confident candidates with strong problem-solving skills
- Professional appearance and presentation
- Ability to manage your time effectively and efficiently
- Flexibility to travel and stay overnight when required

This is a fantastic opportunity to join a successful team and establish a credible sales career within the engineering software sector. Successful and driven individuals will find themselves well-rewarded.

To apply, contact Russ Dyer on 01865 981500 or email careers@cuttingedge.co.uk