

Director of Sales – Automotive

AXISCADES is a leading, end to end engineering and technology solutions Company. We bring expertise that caters to the digital, engineering and smart manufacturing needs of large enterprises. With over 3 decades of experience in enabling innovative, sustainable and safer products worldwide, AXISCADES delivers business value across the entire engineering lifecycle.

AXISCADES is looking to strengthen its UK team with a motivated, dynamic Director of sales-Automotive.

Location: U.K

Key Responsibilities:

- The successful candidate will collaborate with internal and external stakeholders, requiring strong commercial awareness and promoting the AXISCADES brand. Ideally, we are looking for in depth knowledge to automotive industry solution.
- Seek out and lead the early identification of new opportunities for the business growth primarily within but not limited to the UK Automotive sector.
- Lead and promote organizational sales and development
- Build and manage key relationships across UK and European automotive industries
- Lead and manage business Team Development in UK and with AXISCADES Engineering Centre in Bangalore
- Provide commercial and technical solutions that meet customer and the market's need
- Act as Key Account Manager (KAM) and Customer Advocate (CA) internally within AXISCADES, inform and lead services sales campaigns with integrated Campaign Teams.
- Work in an integrated manner with Senior Management to ensure effective coordination in achieving customer satisfaction targets and delivering Order Intake.
- Flexibility to travel at short notice.

Key Accountabilities:

- Support the continued development of the AXISCADES UK strategy and keep aligning them as per market dynamics and key client strategies
- Progress and influence partnership discussions in accordance with corporate policies that contribute to the local business development.
- Manage the staff and performance in support of end client requirements.
- Undertake business development activities and bring growth to organization,
- Build and update pipeline of services opportunities using appropriate the new 'win business' processes.

Key Skills:

- Extensive exposure to multi-cultural customers, Team development and partner companies
- Network / knowledge / black book within the Automotive industry
- Successful track record in leading teams and delivering against business strategy
- Has worked in a global matrix organization and within a diverse cultural environment
- Program management of complex, multi-site based programs
- Ability to think strategically and tactically working independently and on personal initiative
- Personable with good communications skills
- A track record of personnel and staff management ideally in an engineering or supply chain organization
- Establishing, maintaining, and expanding your customer base, Servicing the needs of your existing customers

Qualification:

- Ideally 10+ years' Automotive experience in a customer facing role
- Leadership attribute, highly energetic and self-motivated,
- Excellent communicator both verbally and written at all levels, internally and externally.
- Ability to develop and manage relationships at all levels for business development and delivery.
- Handle Key Automotive OEMs account as a direct responsibility
- Maintaining and increasing sales records in existing roles
- Exposure to work in cross functional team environment

AXISCADES is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation and gender identity.

Apply at: <https://www.axiscades.com/careers-enquiry.html>

Email: careers@axiscades.com