

JOB DESCRIPTION – TECHNICAL SALES MANAGER

Revision: 1.2



Reporting Line

The Technical Sales Manager will report directly to the Managing Director

Location

Primarily at Impact Subsea Ltd headquarters, Aberdeen Energy Park.

There will be a requirement to visit suppliers, customers, conferences, exhibitions and other work locations; both locally and internationally.

Role

To combine your technical expertise with strong sales skills, the role provides customer guidance and builds long-term relationships to drive sustainable business growth. A strategic commercial role focused on growing international sales within the underwater technology sector; responsible for developing international sales strategies, generating new business opportunities and managing a global distributor network.

Key Responsibilities

The Technical Sales Manager will be required to:-

- Drive global sales growth through the development and execution of strategic sales plans, leveraging a strong understanding of subsea technologies and customer applications.
- Lead and develop the sales team to achieve revenue targets and business objectives.
- Oversee sales pipeline management, forecasting, and commercial performance.
- Build and maintain strategic relationships with customers, distributors, and key industry stakeholders.
- Identify new business opportunities by understanding customer applications and technical challenges.
- Develop and support the global distributor network through commercial and technical guidance.
- Provide commercial and technical leadership throughout the sales cycle.
- Attend trade exhibitions, conferences and meetings within the UK and globally.
- Comply with management system procedures including health, safety and environmental requirements within the company.
- Convey a professional image of the company at all times.
- Carry out other tasks within the competence of the role and jobholder.

Key Outcomes

- Deliver revenue, margin, and growth targets.
- Oversee the day-to-day performance of the sales function, ensuring effective team performance.
- Expand global market presence through new customer acquisition and distributor development.
- Develop a technically and commercially capable sales team.
- Strengthen strategic customer and distributor relationships while identifying and securing new market opportunities.

Limits of Authority

Full responsibility for all operational activities within the philosophies and constraints laid out in the job description.

The company reserves the right to change activities listed, taking into account the job holder's qualifications and experience to enable the business needs to be met.

Qualifications & Experience

Essential:

- Degree qualification in relevant discipline.
- Strong technical foundation with hands-on hydrographic, ROV and/or AUV experience.
- Proven experience in a senior sales, business development, or commercial management role.

Desirable:

- Experience selling into defence, offshore energy, marine science, hydrographic, or government sectors.
- Knowledge of public sector and tender-based procurement processes.
- Experience launching new products or technologies into the market.

Personal Attributes & Knowledge

Essential:

- Ability to work well within a team.
- A proactive approach to dealing with challenges.
- Flexibility to travel to meet the requirements of the role.
- Excellent communication and interpersonal skills.
- Fully competent in the use of Microsoft Office suite of software.
- Experience using CRM software.
- Full driving licence.

Desirable:

- Ability to speak more than one language.
- Being an outgoing person and socially active through voluntary work.