



## Area Sales Manager (UK, North East)

Permanent Position

Competitive Salary, Uncapped Commission, Company Car, Benefits

We are a leading UK based technology company actively selling, marketing, developing and installing manufacturing application software and industrial hardware to the manufacturing industry.

We also have product distributors in the UK, Ireland and the USA and increasingly reaching in to the EU. We are seeking to recruit an Area Sales Manager in the North East to penetrate and develop new business in this region and to support our existing customers.

Seiki Systems product portfolio comprises of ERP software (no financials) ideally suited to the SME market; integrated finite capacity scheduling, SFDC, Work Queues, Automatic and Manual Data Collection, Machine/Resource Monitoring, Data Management and Delivery with DNC thus providing manufacturing companies with top floor to shop floor control - the Seiki Manufacturing Execution System.

The Seiki-DLoG combination of companies is seeking an additional sales force member in this Northern region of England and Scotland in order to develop and better serve our ideal customer prospects as well as provide enhanced account management to this segment of our 500+ customers in the UK.

The appointed candidate will benefit from a complete sales, marketing, product and technical support infrastructure and be given full product training, an existing customer base, a competitive salary and uncapped commission with company car and benefits.

The enthusiastic applicant will already have experience in selling manufacturing application software to the engineering and manufacturing industry with previous experience of relationship building at all levels of the organisation, your business analysis skills will enhance your account development approach within this competitive field sales environment.

Ideally you will have experience of using ERP/CRM/MES systems and be attuned with accurate sales forecasting. Being central to the entire sales, delivery and after care cycle you will be required to provide formal proposals and quotes with the responsibility of closing sales and ongoing business development within your area.

If you think this opportunity with our company is what you are looking for and you can fulfill the above criteria then please get in touch with us immediately. A company overview can be found at our website [www.seikisystems.co.uk](http://www.seikisystems.co.uk). To apply email your CV and covering letter to [sales@seikisystems.co.uk](mailto:sales@seikisystems.co.uk) or call our Brighton office on 01273 680411.

We look forward to hearing from you.

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Note: All correspondence should be marked for the attention of Paul Lane, Sales Director.