

## JOB SPEC: SALES MANAGER, UK

We are currently recruiting for a Sales Manager (UK) to join the [Aspera Solutions](#) team.

### Why Should you Think about Joining Aspera?

Aspera Solutions is a successful, award winning ERP Consultancy serving mid-tier manufacturing and distribution companies in EMEA (predominantly, UK&I). Founded in 1987, we are growing year on year and pride ourselves on innovation, knowledge leadership and valued delivery of Epicor's flagship ERP system, [Epicor](#) ERP V10.2.

In working with Aspera Solutions, you will have the opportunity to work alongside and learn from a team of innovative & value driven, ERP knowledge leaders.

### Your Role and Responsibilities

As a Sales Manager at Aspera, you will be responsible for new business development and selected customer base sales in mainland UK. You will play an active role in the company as a member of the senior management team, responsible for the effective management of the UK Sales function.

### Specifically, you will be expected to:

- Represent the UK Sales function at Senior Management team meetings;
- Deliver sales input to business strategy, planning and management;
- Manage the company sales relationship with Epicor and other partners effectively;
- Effectively manage and develop the UK Sales function, plan and process;
- Develop and maintain good knowledge of markets and competition;
- Co-ordinate sales activities within the UK territory;
- Prepare required sales forecasts and reports;
- Co-ordinate with the marketing function;
- Plan and manage sales lead generation programmes in support of the UK Sales Plan.

**Location:**

This role is based in the UK, though overseas travel is sometimes required.

**Terms & Conditions**

The successful candidate will report to the Managing Director, who is based in Ireland.

Remuneration, terms and conditions will be in line with competitive market rates.