

## Racal Acoustics Ltd, part of the INVISIO Group is recruiting a Regional Sales Manager

Would you like to be part of an innovative high-tech Company with an expanding portfolio for the Defense and Security industry?

We are now looking for a Regional Sales Manager to join our Sales Department. We offer you a challenging job in a highly enthusiastic and international atmosphere. With us, you will develop professionally as well as personally.

### Job Overview

**Title:** Regional Sales Manager  
**Reports to:** Global Sales Director  
**Works with:** Senior Management, Finance, IT, Product Management, Engineering, Production  
**Location:** Harrow, UK (working from home)  
**Type:** Full-Time

### Job Summary

The Regional Sales Manager UK is primarily responsible for the achievement of the order intake and gross margins forecasts for the UK region, accounts and customers. The role is focused on supporting and developing the UK MoD customer and its nominated primes in the mounted vehicle sector, to deliver the highest level of service and customer satisfaction. The incumbent is responsible for all customer facing activities the company adopts and is the owner of the strategic capture process to secure strategic projects and programs. The ability to develop and build long-term business relationships is key to success.

### Primary Responsibilities

- Ensure that all work activities are fully compliant with UK Export Control Regulations and anti-bribery and corruption legislations.
- Achieve In-Year order intake, gross margin and revenue targets in line with the performance objectives.
- Grow sales by winning new business, developing new OEMs and End Users, taking market share from competitors, and maintain existing business.
- Collaborate closely with other RSMs within the INVISIO Group sales team.
- Monitor competitor products, sales and marketing activities.
- Ownership of sales forecasting activities for your region and ensure performance goals are achieved in accordance with objectives set by the Global Sales Director.
- Directs market channel development activity where necessary and coordinates sales distribution in accordance with objectives defined by the Global Sales Director.

- Ensure that all necessary reporting data and information is reviewed, analysed, recorded (in CRM) and where appropriate communicated in a timely manner, to the correct formats.
- Create opportunity reviews, key account management reports and territory reviews.
- Locate, plan for, and influence new programs and opportunities within the owned customer and account base.
- Work with other functional departmental managers to understand all necessary aspects and needs of the sales department, and to ensure they are fully informed of operational objectives, purposes and achievements.
- Develop a sound knowledge and understanding of the product portfolio, with a focus on the Racal Acoustics products, but to also include the products from the wider INVISIO Group.
- Remains engaged on booked programs, liaising closely with internal stakeholders, to ensure program issues with the customer are smoothly addressed.

## **Qualifications, Education & Previous Experience Requirements**

To succeed in this position, you must have;

- A successful record of managing customer expectations and relationships
- Proven Program/Project management experience in a technical field or product range
- Commercially relevant education to Degree level (or similar), or a relevant and successful career in the armed forces or law enforcement sectors.
- Experience and success with configuration management of customised technical solutions
- An entrepreneurial outlook and determination to drive excellence
- Excellent organizational and time management skills
- The ability to cope with competing demands and to prioritize your own workload and tasks
- Excellent communication skills at all levels – both spoken and written
- Experience and knowledge of the Defence Sector and production of large tender contract documents.

## **To succeed in this position, you must be;**

- Capable of hands-on problem-solving with the ability to generate new ideas and solutions
- Self-driven and resourceful to achieve goals independently and able to work well in teams.
- Able to communicate on various levels of technical discussion
- Able to work in an unsupervised, fast paced work environment
- Able to develop and maintain relationships within the company

- Flexible to adjust to changing requirements, schedules, priorities and domestic travel
- Willing to undertake significant amounts of company travel where appropriate.
- Willing to work flexible hours where customer requirements or proposal activity dictates.

## Work Hours

37 Hours (Full Time): 8.15 a.m. - 5.00 p.m. Monday to Thursday with 45 minutes for lunch and 8.15 a.m. to 1.15 p.m. on Friday.

These are core hours and from time-to-time additional hours may need to be worked in order to successfully fulfil the requirements of the position.

## How to apply

For further information about the position, please contact, HR coordinator Sinead Moss at [sinead.moss@racalacoustics.com](mailto:sinead.moss@racalacoustics.com).

Please send your motivated application and CV to HR coordinator Sinead Moss at [jobs@racalacoustics.com](mailto:jobs@racalacoustics.com) marked "**Regional Sales Manager**" as soon as possible and before **September 6, 2022**.

## What we offer

Racal Acoustics offers an independent and demanding job in a fast-growing high-tech Company in a highly enthusiastic and international atmosphere. In this job, you will gain big influence on your workday and on how things are done in general.

As Racal Acoustics develops rapidly you will constantly be challenged and be able to develop professionally as well as personally. Racal Acoustics has a culture where high transparency, competency, teamwork, and employee satisfaction is a focus and where everybody has a high degree of freedom, as we trust everybody to do their outmost.

## About Racal Acoustics Ltd

Racal Acoustics has a long history in the design, development, and manufacture of hearing protection focused headsets for the world's military market. Racal Acoustics is part of the INVISIO Group.

## Our Capabilities

Our design, engineering, manufacturing, prototyping, and supply teams work collaboratively to develop, deliver and support the current and future headset needs of our customers. Product concept, design, prototyping, test, manufacture, and verification are integral aspects of our full product development and integration process.

## **Our History**

Our pedigree can be traced back as far as 1911, during the pioneering days of radio communication. From these origins, we have continued to innovate our products to meet ever-increasing demands for advanced technology within an evolving marketplace. Read more at [www.racalacoustics.com](http://www.racalacoustics.com)

## **About INVISIO**

INVISIO develops and sells advanced communication systems with hearing protection that enable professionals in noisy and mission critical environments to communicate and operate effectively. The Company combines insights in acoustics and human hearing with broad engineering know-how in software, materials technology, and interface, among others. Sales are primarily via a global network of partners and resellers, as well as from the headquarters in Copenhagen and the sales offices in the USA, France, and Italy. INVISIO's registered office is in Stockholm, Sweden, and the Company's share is listed on Nasdaq Stockholm (IVSO). Read more at [www.invisio.com](http://www.invisio.com).