



## **Area Sales Manager (UK & Ireland)**

**Company: Tridon Europe**

**Brand: ACL Hygienics**

**Location: Remote, UK / Ireland , Keighley (UK) or Roscommon (IRE)**

**Job Type: Full-time**

Ideal-Tridon, through its ACL Hygienics brand, is a global leader in flow control solutions for the pharmaceutical and food & beverage sectors. We are committed to delivering top-quality products and exceptional service that meet the highest industry standards.

We are seeking a dynamic Area Sales Manager to oversee the UK and Ireland markets. Your primary objective will be to drive revenue growth, meet sales targets, and enhance operational efficiency, all while ensuring customer satisfaction.

### **Key Responsibilities**

#### **Strategic Sales Planning**

- Develop and execute sales strategies to achieve revenue and EBITDA targets.
- Identify new growth opportunities within the pharmaceutical and food & beverage industries.
- Leverage Salesforce.com CRM to monitor performance, identify trends, and optimize sales activities.

#### **Customer Engagement**

- Build and maintain relationships with key stakeholders in the pharmaceutical and food & beverage sectors.
- Use Salesforce.com CRM to manage customer interactions, ensuring timely follow-ups and high-quality service.
- Deliver outstanding customer support to foster long-term relationships and customer loyalty.

#### **Distributor Management**

- Work closely with regional distributors to expand market presence and boost sales.
- Provide training and guidance to distributors to enhance product knowledge and sales effectiveness.
- Regularly review distributor performance and provide feedback to improve results.



### **Sales Performance Analysis**

- Use data from Salesforce.com CRM to analyze sales performance, track key metrics, and identify areas for improvement.
- Generate insights and actionable recommendations to drive growth.
- Prepare reports and presentations to track progress toward targets.

### **Operational Efficiency**

- Streamline sales workflows to enhance efficiency and reduce costs.
- Implement improvements within Salesforce.com CRM to boost productivity.
- Work with cross-functional teams to align sales initiatives with operational goals and resource planning.

### **Qualifications**

- Bachelor's degree in Business, Engineering, or a related field (MBA or technical degree preferred).
- Proven success in meeting sales and EBITDA targets, ideally in the pharmaceutical or food & beverage industries.
- Strong understanding of sales processes, techniques, and methodologies.
- Experience managing remote sales territories across multiple regions, with proficiency in Salesforce.com CRM.
- Excellent communication, negotiation, and interpersonal skills.
- Proficient in Salesforce.com CRM and Microsoft Office Suite.
- Strong analytical skills with the ability to interpret data and provide actionable insights.
- Fluency in English (additional languages such as German, French, Spanish, or Arabic are a plus).