



## Technical Sales & Project Manager - PCB Equipment Leamington Spa, UK

To support our ambitious growth plans, we have a great opportunity for a Technical Sales & Project Manager - PCB Equipment to join our newly formed equipment division Ventec Giga Solutions (VGS). This new division provides a comprehensive range of equipment sales and process consultancy services to customers for the manufacturing of Printed Circuit Boards. As Technical Sales & Project Manager you control the whole process from response to initial sales enquiry onwards. Working with the Ventec sales team, and directly with the customers to establish purchasing specification, liaising with OEM suppliers to confirm pricing and delivery, through managing the installation and commissioning process, and post installation support with our Engineering Support team.

Reporting to the Business Unit Director and based at our Leamington Spa offices (with opportunities for home working) your tasks will include:

### Key responsibilities

- Work with our Sales Team, customers and partner OEMs / service providers to develop leads, identify and select specialist equipment to meet the customer requirements and provide project support to Ventec sales and marketing teams globally;
- Develop and support business opportunities by converting qualified international leads for the Equipment Business into comprehensive sales proposals;
- Assist colleagues in the group in closing bids and tenders by providing a technical and commercial Support;
- Build strong technical, commercial & business relationships with both customers and OEM partners;
- Be the main contact to our Engineering Support Team for equipment installation, commissioning and ongoing maintenance.

### Skills & Attributes Required

- Ambitious, determined, enthusiastic, self-motivated and structured;
- Exceptional verbal and written communication skills are a must for effectively conveying the company's value proposition and product offering;
- First-class presentation abilities to engage and captivate customers;
- A track record of working within the electronics and PCB industry (or related industries) with a proven technical or technical sales background, preferable within in a capital equipment role;
- Ability to deliver comprehensive proposals and competent technical advice;
- Excellent leadership ability and communication skills in English (other languages are advantageous);
- Outstanding organizational skills;
- Able to work under time pressure;
- Computer literacy (Word, Excel, PowerPoint, Outlook);
- Willingness to travel including internationally for customer and OEM partner visits, meetings and training;
- Full Driver's License.

### What's on offer

- Salary + Sales Commission / Bonus - competitive and commensurate with experience;
- Pension and Private Health Insurance following satisfactory probation;
- Flexible working hours;
- Hybrid working;
- Car allowance and fully paid business mileage;
- Company credit card for business expenses;
- Company laptop and mobile phone.

Please apply in the strictest confidence, enclosing your CV to:

[hr-vgs@ventec-europe.com](mailto:hr-vgs@ventec-europe.com)