

Job Title:	Divisional Manager - NDT
Department/Location:	Commercial
Reporting To:	Sales Director
Purpose of Role: (Why does the role exist? A short sentence that captures this.)	Commercial responsibility for Elcometer's Global NDT business division in terms of P&L, distribution channels and product promotion across all industry sectors including oil-gas, aerospace, chemicals and industrial manufacturing.
Role Summary: What is the scope of the role (A few bullet points that provide an overview of role, and how it links into/supports departmental/business strategy.)	<p>Top line revenue accountability for the full NDT range, a key focus will be the creation of new distribution channels and working with Elcometer sales offices to develop growth in NDT sales, developing commercial strategies for growth, training the distribution network & key account management.</p> <p>Working with the NDT Product Manager, identify additional product ranges to incorporate within the NDT range to aid in the product portfolio.</p> <p>Be involved with relevant NDT trade bodies.</p>
Key Accountabilities and Responsibilities:	<ul style="list-style-type: none"> • Responsible for annual P&L (global) for the NDT business division. • Responsible for motivating and tracking results for the sales channels whilst driving a pipeline of account growth into both distribution and office networks. • Assessment of existing channels and establishment of distribution channels dedicated to NDT markets & end users. • Key account management of major end users across aerospace, oil-gas, chemicals & industrial manufacturing. • Competition benchmarking in terms of price, technical properties and feeding information into monthly reports as well as NPD process. • Product portfolio development in conjunction with product manager. • Provision of promotional direction for target markets (Tradeshows, website etc...), working with the Marketing Department to provide annual budgets, plans & content for promotional activities. • Represent Elcometer within the NDT community and trade bodies.

PERSON SPECIFICATION

	Essential	Desirable
Qualifications/Education & Training	Ideally having a sound technical and commercial understanding in Ultrasonic NDT	
Experience	NDT sales or technical product experience Experience managing/ creating distribution channels P&L responsibility	Knowledge of stage gate process Business case submissions Sales team leadership
Skills & Competencies	Leadership Good communication Persuasion “sales hunter” Awareness of NDT standards and procedures Have experience using a CRM system	Language skills
Personal Attributes	Have excellent organisational and planning ability Possess strong attention to detail Analytical Have excellent communication skills at all levels Be positive Be resilient and self-motivated Be empathetic Conduct themselves with a high degree of professionalism	