



Commercial Team Leader: Bedford

We are looking for a dynamic, pro-active person who is not afraid to take on new challenges.

This is an exciting full-time opportunity for someone who has a proven track record of leading a successful commercially driven team within Internal Sales and Purchasing environments.

Ceetak Ltd is a well-established, privately owned company specialising in engineered sealing solutions for a wide range of markets including Oil & Gas, Automotive, Packaging and Life Sciences, with an enviable reputation for a high quality product range and engineering services.

To support continued strategic development, we are expanding our Commercial team to coincide with forecasted business growth and activity. You will be supported by a well-established team in a very varied role which is seen as being right at the hub of our business and success.

If you are hard-working, committed and have a passion for customer service, we would love to hear from you!

Responsibilities of the Commercial Team Leader:

- Direct HR responsibilities and day-to-day leadership of the Commercial Team (Internal Sales, Logistics and Procurement).
- Working with External Account Managers and Internal Sales supporting growth of both new and existing business.
- Supporting the Purchasing Team to maintain continuity of supply at the most economical price levels, by maintaining positive relationships with key suppliers.
- Working with the Commercial Manager to develop our Logistics functionality. Implementing and managing customer contracts and agreements.
- Developing, implementing, and reporting on departmental KPI's.
- Supporting the Commercial Team with day-to-day administration activities.
- Troubleshooting a wide range of Commercial priorities, making considered decisions to benefit the business and our customers
- Actively leading and participation within team meetings and continuous improvement projects.
- Working closely with several departments to ensure all customer requirements are achieved.
- Active involvement in the ongoing development of the company's ERP and CRM systems to support the Commercial department's needs and processes.

Requirements of the Commercial Team Leader:

- Experience of leading a team, with direct HR responsibilities.
- Ability to coach, develop and motivate team members.
- Experience in Internal Sales, Purchasing and Logistics administration .
- Good commercial knowledge and understanding of purchasing/sales decision making to meet profitability targets.
- Experience of data analysis and reporting.
- Methodical and process driven approach. An eye for detail is essential.
- Positive 'can do' attitude with a desire to succeed.
- Good communication and organisational skills.
- Proficient in Microsoft Office packages .
- CRM experience preferable.
- Ability to learn quickly, problem solve and to work independently to achieve deadlines and targets.

Benefits of becoming the Commercial Team Leader:

Competitive salary + bonus scheme + healthcare scheme + generous holiday entitlement

**If you meet the above criteria then please apply now via our website or
email: recruitment@ceetak.com**