

Technical Account Manager

A fantastic opportunity has arisen within Ceetak Ltd, a leading UK provider of sealing solutions, for a Technical Account Manager.



About Us

The company's capabilities include design, development and manufacturing. Based in Bedford, the company has been established for over 50 years, experiencing healthy growth year upon year. Ceetak Ltd is a leading provider of technical sealing solutions, serving a diverse range of industries including Automotive, Defence, Oil & Gas, Renewables, and Medical. We pride ourselves on delivering high-quality, reliable sealing products that meet the rigorous demands of our clients. We are seeking a dynamic and experienced Technical Account Manager to join our team and drive growth in our key markets.

Job Overview

The Technical Account Manager will be responsible for driving sales growth by identifying and securing new business opportunities, managing key accounts, and providing technical expertise to customers. This role requires an understanding of sealing technologies, excellent sales skills, and the ability to build and maintain strong customer relationships.

What We Are Looking For

The ideal applicant for the job will have typically come from industries where sealing products are commonly used, and where they have gained relevant technical and sales experience. All applicants must have a strong track record of success in technical sales, particularly within the sealing industry or a closely related field.

Candidates should be comfortable working closely with engineering, quality, and internal sales & marketing. They should be able to translate customer needs into projects and develop them with these teams.

Key Responsibilities

Reporting to the Sales and Marketing Associate Director, the Technical Account Manager's duties will include but are not limited to:

Sales Growth & Business Development

- Identify, target, and secure new business opportunities within key industries such as automotive, aerospace, oil & gas, chemical, and medical.
- Develop and implement strategic sales plans to achieve company sales targets and expand the customer base.
- Manage the entire sales process from lead generation to closing deals, including contract negotiations, and finalising agreements.

Technical Expertise

- Provide technical consultation and support to customers, helping them choose the appropriate sealing solutions for their applications.
- Work closely with the engineering and R&D teams to ensure that customer needs are met with the best possible sealing products.
- Deliver technical presentations and demonstrations to customers, showcasing the value and benefits of our products.

Account Management

- Build and maintain strong, long-lasting customer relationships by understanding their needs and providing exceptional customer service.
- Regularly visit customers to assess their needs, provide updates on new products, and gather feedback.
- Manage key accounts, ensuring their satisfaction and identifying opportunities for additional sales.

Technical Account Manager



Market Analysis & Strategy

- Analyse market trends, competitor activities, and customer needs to identify new opportunities and threats.
- Provide input into the product development process based on customer feedback and market demands.
- Collaborate with the marketing team to develop targeted sales campaigns and promotional activities.

Reporting & Administration

- Prepare and deliver annual forecasts and analysis to senior management.
- Maintain accurate records of customer interactions via the CRM system.
- Ensure compliance with company policies, industry regulations, and quality standards.

Key Skills

- HND / Bachelor's degree in Engineering, Mechanical Engineering, an/or a related technical field experience.
- Proven experience in technical sales, preferably within the sealing industry or a closely related field.
- Strong technical knowledge of sealing products, materials, and applications.
- Excellent sales, negotiation, and presentation skills.
- Ability to build and maintain strong customer relationships.
- Self-motivated with a strong drive to achieve sales targets and grow the business.
- Willingness to travel as required.

What We Offer

- Competitive salary (starting salary £60,000) and performance-based bonuses.
- Comprehensive benefits package, including health insurance, pension contributions, annual bonus and company car.
- Opportunities for professional development and career growth within a dynamic and growing company.
- A collaborative and supportive work environment where your contributions are valued.

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