

Automotive Technical Account Manager



About us

Ceetak Ltd is a leading provider of advanced sealing solutions, supplying high-quality, precision products to industries including Automotive & EV, Defence, Oil & Gas, Renewables, and Life Sciences & Medical.

We work closely with our customers to deliver sealing solutions that meet the most demanding performance, validation and quality standards.

The role

As an Automotive Technical Account Manager, you will be responsible for driving sales growth within the automotive sector, while also managing selected non-automotive accounts. This role requires a balance of technical consultation, relationship management, and strategic sales development.

The role is:

- Full-time
- Permanent
- Home based, however, you will be required to travel throughout the UK.

Key responsibilities

- Identify, target and secure new business opportunities within the automotive sector
- Develop and deliver strategic sales plans to achieve revenue and growth targets
- Manage the full sales cycle, from lead generation through to contract negotiation and closure
- Provide technical consultation to customers on sealing products, materials and applications
- Support customers through design, validation, testing and production phases
- Deliver technical presentations and product demonstrations
- Build and maintain strong relationships with key OEM and Tier 1/2 accounts
- Conduct regular customer visits to understand requirements and identify upselling opportunities
- Monitor market trends, competitor activity and customer feedback
- Contribute to product development strategy based on market and customer insight
- Prepare sales forecasts, reports and analysis for senior management
- Maintain accurate CRM records and ensure compliance with quality and regulatory standards

Benefits

We offer a supportive and professional working environment where expertise is valued and continuous development is encouraged. In return for your commitment, you can expect:

- Salary of between £55,000-£70,000 depending on experience, with performance-related bonus
- Company car
- Benefits package including private medical insurance (life insurance after one year of service)
- Pension contribution
- Company support for travel and customer engagement
- Opportunity to work with innovative, high-performance products
- Exposure to major automotive OEMs and Tier 1 suppliers
- Long-term career development within a growing, technically focused business

The ideal candidate

You will be a commercially driven technical sales professional with a strong background in automotive or engineered products.

About you:

- HNC or equivalent qualification in Engineering, Mechanical Engineering or a related discipline
- Proven experience in technical sales, ideally within sealing solutions or a related engineering sector
- Strong technical knowledge of sealing technologies, materials and applications
- Experience working with automotive OEMs and Tier 1/2 suppliers
- Excellent communication, negotiation and presentation skills
- A proactive, self-motivated approach with a strong drive to achieve sales targets
- The ability to build long-term customer relationships at multiple levels
- Willingness to travel regularly to customer sites
- You must be authorised to work in the UK
- Full UK driving licence.

How to apply

Email your CV and covering letter to:

recruitment@ceetak