



Head of Sales – UK and Ireland

As Advanced continues to grow year on year, we are now looking to increase resource and are recruiting for a Head of Sales UK & Ireland. This is a new and exciting opportunity for an experienced sales professional to provide a proactive focus on our largest market and take the Advanced sales approach to the next level!

As Head of Sales, you will be responsible for accelerating and sustaining sales growth within the UK and Ireland for both our fire detection and emergency lighting solutions. Working in an SME environment, the position requires someone who has both strategic capabilities and the ability to translate these plans into tangible results.

Company and Location: Advanced Electronics Limited, Balliol Business Park, Newcastle-upon-Tyne, UK. This role does not need to be based in Newcastle, but needs to be based in the UK.

About Us

We've been designing and manufacturing life-saving products for over 20 years, protecting iconic buildings across the globe and the people within. Our team members are passionate, driven and up for a challenge.

Advanced is a wholly owned subsidiary of Halma plc, a FTSE 100 listed company with more than 40 subsidiaries operating globally within the group. Halma is "a market leader in specialist safety, health and environmental technologies". Halma believes strongly in independence for its businesses, and that responsibility means they need great people who are ready to make a difference at a company level – and throughout the world.

Halma's purpose is "Growing a safer, cleaner, healthier future for everyone, every day".

Key Elements

- You'll help set the course in a growing organisation and play a key role in defining and developing the future, both strategically and operationally
- You'll lead a knowledgeable team with great industry experience, working with them to secure new opportunities, grow regional sales and ensure profit, sales and margin targets are achieved in line with business objectives.
- You'll work closely with the Sales Director to help define and develop our distribution strategy, accelerating sales through distribution partners to drive the business forward.
- You will be responsible for championing the implementation and adoption of our new CRM system, ensuring a unified approach across the sales organisation.
- This role will be an integral part of the continued growth and success of Advanced, championing new ideas and strategies.

What we are looking for

Industry experience is not essential, however you will:

- Be passionate about developing key relationships and be influential in your approach
- Have a proven track record in sales management, including a deep understanding of both the distribution and direct markets. Viewing our customers as partners
- Have a collaborative approach, you want to develop others and bring a team with you on the journey.
- Have endless amounts of curiosity, with the ability to focus on the right things.

If you're looking for...

An interesting role in a growing company, a positive atmosphere and a team who are committed to supporting one another...then this might be the job for you.

Contact for Applications... if you're excited by the challenge of helping to drive our company through our next phase, we'd love to hear from you! Please contact hr@advancedco.com or mcottam@advancedco.com.