

JOB TITLE	Sales Manager
LOCATION	Aberdeen
EMPLOYMENT	Permanent
REPORTING TO	Sales Director

DESCRIPTION OF FUNCTION

Based in Aberdeen, the Sales Manager role is to effectively drive business growth by identifying opportunities, building client relationships, and promoting specialised products or services such as subsea equipment, engineering solutions, or installation services. This role will bridge the gap between technical teams and clients, ensuring solutions meet complex offshore project requirements. Additionally, they stay informed on market trends, competitor activity, and regulatory developments to develop effective sales strategies in a highly specialised and competitive industry.

JOB RESPONSIBILITIES

Business Development & Sales Strategy

- Identify, develop, and close new business opportunities in the subsea oil & gas market (equipment, services, or integrated solutions).
- Build and execute sales strategies aligned with regional and global growth objectives.
- Develop account plans for key clients including major operators, EPCs, and subsea contractors.

Client Relationship Management

- Establish and maintain strong relationships with key decision-makers, procurement teams, and technical stakeholders.
- Conduct client visits, technical presentations, and contract negotiations to ensure customer satisfaction and long-term partnerships.

Tendering & Commercial Proposals

- Lead the preparation of bids and proposals in collaboration with engineering, commercial, and legal teams.
- Ensure compliance with client requirements and internal approval processes.
- Monitor market pricing trends and competitor activities to support competitive positioning.

Market Intelligence & Reporting

- Conduct market analysis to identify trends, emerging projects, and competitive threats.
- Provide accurate sales forecasts and reporting to senior management.
- Represent the company at industry events, exhibitions, and conferences.

Collaboration & Cross-functional Engagement

- Work closely with product development, engineering, and project delivery teams to tailor solutions to client needs.
- Provide feedback from the market to support innovation and service improvement.
- Ad hoc duties as required.

CAPABILITY PROFILE; KNOWLEDGE, SKILLS AND EXPERIENCE

Education and Training:

- Degree qualified (e.g. Eng, Business, Supply Chain) or relevant Sales qualification or previous experience in a similar project role.
- MBA or Postgraduate qualification in Sales or Business (advantageous)

General Requirements / Technical Skills / Competencies:

- Sales or Business Development experience in the oil & gas industry, with a strong focus on subsea systems, services, or technologies.
- Proven track record of winning complex deals in a technical and competitive environment.
- Familiarity with subsea production systems, umbilicals, risers, flowlines (SURF), subsea intervention, or remotely operated vehicles (ROVs) preferred.
- Strong commercial acumen with the ability to interpret technical requirements and develop value-based solutions.
- Excellent negotiation, communication, and presentation skills.
- Ability to build trust and credibility with internal and external stakeholders.
- Strategic thinker with strong problem-solving capabilities and the drive to achieve results.
- Knowledge of industry procurement processes, contracting models (e.g., EPC, frame agreements), and regulatory compliance.
- Excellent communication & Interpersonal skills.
- PC skills to include, Microsoft Office, MS Project, PowerPoint, Excel, Word.

Physical Demands / Working Conditions

- Office based role
- Site-based visits and travel required to UK and overseas locations