

TSC Auto ID, is seeking a **Business / Channel Development Manager** – an energetic, creative team player who will be responsible for developing both new and existing channel business across the UK.

Your new role challenge

Reporting to the EMEA Sales Director, the successful candidate will be responsible for helping increase Thermal Printer and associated Options revenue in the UK, working alongside existing highly successful UK team particularly uncovering new channel partners, driving existing install base upgrade and competitor trade outs within the Auto ID field.

As a Business / Channel Development Manager you role will include:

- Contacting Auto ID resellers to target and gain foothold into new customers.
- Raising market awareness of both the TSC Auto ID and Printronix Auto ID brands
- Management of existing accounts as well those developed by yourself
- Assist your colleagues and customers to ensure that customers receive a first class level of service that they expect from TSC Auto ID

Critical Factors for the Ideal Candidate are:

- Highly experienced within the Auto ID field particularly related to printing.
- A professional style with the ability to open and build longstanding business relationships.
- Proactive and strategic thinker who first understands both the needs of the business as well as those of the customer.
- Customer-oriented team player
- Excellent listening skills and ability to understand and interpret business needs to provide the customer the right solutions in a timely manner

Education and Background Experience:

- Educated to degree level
- PC and associated programs literate
- Demonstrable commercial creativity, with the ability to listen to customers and devise solutions
- Show how they have opened new accounts and developed their potential
- Can show examples of good standard work and process
- Has a successful track record of sales within the Auto ID industry

Our offer

We offer a friendly team based environment that is customer-driven, focused on quality as well as growth as part of a proven highly successful UK team, with a salary and benefits that is commensurate with experience and industry knowledge

TSC Auto ID is an equal opportunity.

To apply please send your CV to Colin.cope@tsceu.com

Agencies please email first to introduce yourselves first, as unsolicited cv's from agencies will not be considered.