

Brook Crompton Holdings Ltd

(Formerly known as Lindeteves-Jacoberg Limited)
incorporated in republic of Singapore (Co. Reg. No.: 194700172G)
100 Cecil Street #07-01/02 The Globe Singapore 069532
Tel : +65-62270308 Fax : +65-62270605



BROOK CROMPTON

General Manager, Brook Crompton UK Ltd

Background

Brook Crompton UK Ltd is owned by Brook Crompton Holdings Ltd, an investment holding company which is listed on the Singapore Stock Exchange. The majority shareholder is ATB Group which is wholly owned by a Chinese company, Wolong Electric Group.

Wolong Electric Group are now, according to HIS Markit studies, the number 4 player in the electric motor industry globally.

After strong growth between 2009 and 2015, Brook Crompton UK Ltd has enjoyed a stable position within the UK electric motor market, enjoying a dominant position as the number 1 player in the distribution sector, and a strong position in the OEM through usage of products manufactured to Brook Crompton specifications in the production units of ATB Group in Europe, and Wolong Electric Group in China.

Brook Crompton has a strategic position within the Wolong Group as the lead business for warehoused products, being the core distribution point for standard and locally customised products supplied through it's network of distributors and system integrators, directly to OEMs, and to end-users.

Wolong Group has an ongoing investment strategy to develop production facilities on 3 continents including factory facilities in Austria, China, Germany, Mexico, Poland, Serbia, UK and Vietnam, and has recently acquired the LV industrial motor division of GE in Mexico / USA which will enable Brook Crompton to move to the next phase in its strategic plan.

A key part of this plan is the appointment of a UK General Sales Manager, a new role reporting to the Brook Crompton Holdings CEO, who will be responsible for managing the Sales Related activities of the Brook Crompton UK based organisation with the aim of driving the growth of Wolong Group's sales revenue in the UK.

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Role & Responsibilities:

- lead the sales related activities of Brook Crompton UK Ltd business, both sales and customer service, with the Brook Crompton UK external sales team also having a wider role as a part of the wider Wolong UK regional sales team.
- will be expected to bring a fresh approach and new ideas to the business, driving a change in mentality which will lead to change to a 50 / 50 split in OEM / Distribution sales revenue over the next 3-5 years.
- bring in new members of both the external and customer services team when needed
- a core and vitally important part of the role will be the management of the interface of the sales and customer service teams to the warehouse and operations team, particularly with regard to supporting inventory management, quality control and expediting matters.
- Wolong Group operate a single regional team in the UK, comprising the external sales team of Brook Crompton UK, and members of the ATB Group UK (ATB Laurence Scott and ATB Morley) sales team. The appointee will be expected to support the UK Regional Sales Manager for the Wolong Group, in developing an inclusive and single sales strategy for the Wolong Group in the UK market

Requirement

- have demonstrable experience in the target market sectors and, while this might be from the motors industry, a wider background will also be considered particularly from associated industries, or from candidates who can demonstrate excellent knowledge of the applications that electric motors drive which may include drives, gears, pumps, fans, winching, compression industries etc.)
- have demonstrable experience and success in a sales management role and one of the key attributes being sought in this hire is commercial awareness as the new Sales Manager will assume some of the commercial responsibility currently held by Richard Eason.
- The successful candidate will be expected to travel to customers in the UK and internationally if required, and to visit Wolong Group manufacturing plants and offices globally if required.
- Key Competencies: Strategic; commercially aware, action orientated, planning and organisation, strong communications both internally and externally, negotiation & persuasion, rapport building
- as a core part of the role is the management of the Customers Services Team, which is based in Huddersfield, the successful candidate will be located within commuting distance of the Huddersfield office.

Timescales: This vacancy is currently available.

We offer: A competitive package; an interesting, dynamic and international environment with great growth opportunities.

We look forward to receiving your application via: WL-Recruitment.EUsales@atb.wolong.com