



We inspire our customers worldwide with our innovative products and services and create added value for people and environment. As a traditional medium-sized group of companies with over 300 colleagues at 6 locations in Germany and abroad, we are pushing our international growth and our transformation into a modern, value-oriented and people-oriented company with a flat hierarchy and culture of trust and short decision-making processes.

We are looking for the next possible starting date for a  
**SALES MANAGER (M/F/D)**

#### YOUR TASKS

- After onboarding and training, you will take responsibility for the UK sales team
- Introduce sera and its dosing pump products to new potential customers
- Focus on water treatment applications in various industries like Food&Beverage and Power
- Maintain strong relationships with the existing customer base
- Negotiate commercial terms for orders
- Regularly interact with project engineers, sales engineers, field service technicians, and buyers
- Lead and motivate a young, self-driven sales team
- Provide strong team leadership and support team members in achieving their goals
- Develop strategies to grow the UK business and achieve future targets
- Responsible for: annual budget planning and reporting, customer and sales area planning
- Collaborate closely with the Headquarter sales team and executive management in Germany

#### YOUR PROFILE

- Experienced Sales Engineer / Field Sales Executive / Area Sales Manager / Sales Manager or similar with a sales track record for engineering products in the B2B environment
- Experienced with pump systems and chemical dosing pumps in particular including related ancillary equipment or as a packaged solution are preferable but not mandatory
- First Experience to lead and motivate a small sales team is desirable
- Self-driven and highly motivated individual with a business developer mentality who likes to approach new contacts, companies and applications
- Intrinsic entrepreneurial drive to steadily grow the local business opportunities
- Fundamental interest in technical processes to understand the applications of our clients and to be able to advice on the best solution. Ideally you are a graduate Engineer, but any other candidate will also be considered with a proven track record on sales of engineering products
- Good organisational skills to keep the focus of the team on the targets you have set
- You are a team-player and a confident communicator
- Willingness to travel within the UK and Ireland several days per week to visit customers and occasionally abroad to the headquarter in Germany for meetings
- Microsoft Office skills mandatory, experience with CRM and ERP systems favourable
- Full UK driver license



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#### WHAT WE OFFER

- An opportunity to grow within a supportive and innovative team
- A competitive salary, aligned with industry standards
- Career progression opportunities for individuals with ambition and drive
- A challenging yet rewarding role in a globally recognized company

If you are enthusiastic, technically minded, and ready to bring your expertise to a leading dosing pump manufacturer, we would love to hear from you. Join **sera Technology UK** and be part of a team that values precision, reliability, and exceptional customer service.

#### HOW TO APPLY

Please send your CV and a brief cover letter highlighting your suitability for the role to:

##### Contact

Jasmin Katrina, phone: +49 5673 999-00  
Personal@sera-web.com

Please also include the job title in the subject line.

We look forward to welcoming you to the **sera** family!