



INFINITE INNOVATION

SENIOR SALES EXECUTIVE

r2p GmbH is a European market leader in intelligent market solutions, headquartered in Flensburg. We develop and sell intelligent technology systems for the mobile sector with highest quality standards: CCTV, passenger counting, Infotainment and fleet management with real-time data transfer for rail and road vehicles.

This role will be based on our UK office in Crawley, West Sussex, working for our **Nimbus Journey Information** brand.

We are very passionate about our work: the r2p team is characterized by a high degree of commitment, team-work, friendly manners and humour, placing a high value on good work-life balance.

We are looking for an experienced **Sales Executive** to support the wider Nimbus team.

EXPERIENCE

- + An experienced and focussed senior sales professional who can **build a team to accelerate sales** of our exciting Nimbus and React products.
- + You should have experience in a similar role, with a **passion for the market**, and **depth of knowledge in transport** related systems.
- + We need someone to build a team of people who can sell directly and via tenders, as well as **being able to enthuse and lead by example**.
- + **Creating and sustaining positive working relationships** with potential customers, bidding teams, Managing Directors and sales teams.
- + The **ability to work as a part of a team**, showing optimum commitment and reliability, but also the ability to work autonomously and under pressure.

DAILY TASKS

- + Selling our products with enthusiasm and commitment
- + Contributing confidently to internal discussions about the direction of the brand
- + Keeping abreast of market developments, and advising the company accordingly
- + Attending key conferences, exhibitions and events where possible
- + Assisting in pre-sales activity
- + Capturing and providing relevant market feedback
- + Updating our internal communications system [e.g. sales system and spreadsheets]
- + Regularly creating sales reports

HOW TO APPLY

Please send your application [including CV, cover letter and your earliest possible starting date/salary expectations] to:

RUSSELL GARD
RUSSELL.GARD@R2P.COM
MANAGING DIRECTOR (NIMBUS JOURNEY INFORMATION)

FURTHER INFORMATION

For further information please contact Nimbus Journey information for more details:

+44 [0]1293 887308
www.nimbusjourneyinfo.com