

# Year in Industry/ Placement Opportunity

## Product/Sales Manager

<b>Role Title</b>	Product Sales Manager, Surface Ship Systems Division
<b>Reporting relationships</b>	Report to Head of Product Management Surface Ships
<b>Location</b>	Dorset Innovation Park, Winfrith
<b>Employment status</b>	Fixed Term Contract, Full time (37 hours/ week)

ATLAS ELEKTRONIK UK (AEUK) is a growing business that is building on its legacy of innovation for underwater systems for the Royal Navy. Operating from its Headquarters at Winfrith in Dorset, AEUK has invested in its unique in-house test and integration facilities in order to support its growth in supply to UK and export markets of submarine and ship systems, including sonar, autonomous systems, marine electric actuation and mine counter-measures. AEUK has waterside access in Portland Harbour that provides AEUK and its partners with excellent facilities to test systems at sea, particularly those from its Autonomy portfolio.

AEUK is a leading innovative maritime systems company operating throughout all phases of the acquisition and engineering lifecycles, from Concept to In-service Support. With over 400 employees, AEUK is the largest subsidiary in the ATLAS ELEKTRONIK Group. ATLAS ELEKTRONIK Group is part of thyssenkrupp Marine Systems.

ATLAS ELEKTRONIK UK is looking to employ a Year in Industry / Placement student within the Surface Ship Systems division to assist the Product Sales Team across a wide range of active projects.

You will be given guidance and mentoring to develop your skills in supporting a range of tasks.

### Key Responsibilities

To manage and develop Ships Products and act as the focal point for Customer bid management activities within the Surface Ship Systems Division of ATLAS ELEKTRONIK UK.

- Delivering agreed sales targets
- Growing the future sales pipeline both in the UK and Export Market
- Managing authorised bidding budgets and leading bid proposals
- Inputting to the future sales strategy and product requirements
- Ensuring the sales process is implemented and followed

### Knowledge, skills and personal qualities required

- Able to integrate and play a leading role within the sales team
- Hard working, dedication and goal driven
- Potential to develop a Customer network to Diver Detection Sonar and wider security products
- Potential to lead and manage teams to deliver bids

### Challenges

- Ability to put together wider offerings including products and technologies from across the ATLAS/TK group
- To lead major sales campaigns for both UK and Export opportunities
- To develop existing technologies into marketable product offerings including support solutions

... a sound decision

### Behavioural requirements

- Able to work through intense bidding periods working to fixed goals
- Able to build customer/stakeholder networks in the UK and abroad
- Can build close teamwork between AEUK and other divisions within the ATLAS group
- Can lead internal teams to deliver bids and product offerings
- Can engage with the senior management of AEUK and the ATLAS group
- Strategic and forward thinking

### What we are looking for in you:

- Minimum of 5 GCSE's, or equivalent, at Grade A\* - C (New grading: 9-4) including English, Maths and a Science or Business related subject.
- On course for or going onto study a degree in Business Management, Marketing, Project Management or related subject
- Pre and post University students welcome

### More Information

Placement intake planned for September 2021.

The successful candidate must be able to achieve full SC (Security Clearance).

### How to apply

Please send your CV and a covering letter explaining why you are suitable for the position to [recruitment@uk.atlas-elektronik.com](mailto:recruitment@uk.atlas-elektronik.com) by the closing date.

Due to the nature of our work and the projects you will be working on, all candidates must be eligible to gain security clearance. ATLAS ELEKTRONIK UK Ltd is an Equal Opportunities employer and welcomes applications for all posts from suitably qualified people regardless of age, disability, ethnicity, gender, marital status, sexual orientation, religion or belief.

Only successful applicants will be contacted.

### ATLAS ELEKTRONIK UK Ltd

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