



## Job Description: Industrial Pump Sales Manager

**Location** Based in Biggleswade, Bedfordshire –  
Regular UK travel  
Occasional international travel for trade shows and training

**Employment type** Permanent, full-time employment

### Company overview

Sensys Ltd is a fast growing UK distributor of pumps, controllers and sensors across many industries, including water treatment, food & farming, cooling towers, oil & gas, semiconductors, petrochemicals and the medical industry.

Established in 1999, providing sensors and control instrumentation primarily for the cooling tower, water treatment and boiler industries. Sensys Ltd expanded the range to include Iwaki chemical dosing pumps and ancillary equipment to offer a one-stop-shop to all customers. Iwaki chemical dosing pumps were successfully combined with the Walchem range of controllers for chemical water treatment applications.

In 2023 Sensys Ltd became the official sole UK distributor for the whole range of Iwaki pumps, not just their dosing pump range.

In 2024, Sensys Ltd will re-locate from Stevenage to a purpose built, larger facility in Biggleswade to accommodate the expansion of the business which includes the distribution of the full range of IWAKI pumps, and our first on-site training facility.

### Purpose of position

- This purpose of the Industrial Pump Sales Manager role, will be to:
- Increase the awareness of Iwaki pumps in the UK.
- Develop a funnel of prospects through:
  - Cold calling
  - Warm prospecting
  - Networking & exhibitions
- Build lasting loyalty with existing customers, through on site meetings and training.
- Take telephone orders & generate quotations for pumps while in the office and on the road.
- Provide technical advice to customers and prospects.
- Engage in product training with Iwaki directly and current Sensys experts to become a UK expert in Iwaki pumps.
- Work with the Operations Manager in developing systems and automations to compliantly manage and optimise the customer relationship.
- Centralise customer behaviour and sales data in preparation for further expansion.
- Meet challenging commercial objectives to support the business' growth trajectory.



## Industry

Iwaki pumps can be found in many manufacturing areas and production processes in nearly all sectors of UK industry. Their reliability has been proofed in many applications and test procedures.

## Candidate requirements

Previous experience with industrial liquid chemical pumps and the pump industry, as the successful candidate will be required to hit the ground running.

Though a degree is not a pre-requisite, there are technical aspects, and a good grasp of physics, maths and engineering is necessary to succeed in this role.

We are looking for someone who is results driven, can work autonomously, and loves building relationships with people both over the phone and in person.

## Seniority

This is a management level role, with potential for recruiting and developing a sales team, so experience of managing a sales team will be beneficial.

This role reports to the CEO.

## Package

- 5% employer pension contribution.
- 25 days annual leave, plus Christmas shutdown from 22nd December to 1st January.
- Bupa private health insurance, optional preventative health checks and full access to Bupa's digital GP service.
- Training will be offered at Iwaki's head office in Germany. Sensys also consider personal development training courses such as mindset training or further sales development training.

At Sensys we offer competitive salaries, and our employees have career performance and development plans, providing them with a clear path to more compensation and responsibility in the future.

Competitive base salary and commission.

**Start date** Flexible start date – April 2024 onwards.

For further information contact Rachel Whitter on 01438 759595 or [rachel@sensys.co.uk](mailto:rachel@sensys.co.uk).

To apply, please send your CV to [rachel@sensys.co.uk](mailto:rachel@sensys.co.uk).