



# Sales Training Project Manager Lakeside

Be part of  
something  
GREAT  
↙

**Precision.  
Engineered.  
Through our people, products and  
service.**

IMI Precision Engineering is a world leader in motion and fluid control technologies. Wherever precision, speed and engineering reliability are essential; we deliver exceptional solutions which improve the productivity and efficiency of our customers' equipment.

As a business, we aim to UNDERSTAND our customers' challenges. We then CONNECT our products, people and expertise in order to DELIVER exceptional service and solutions. These IMPROVE the performance of our customers' machinery. We call this Engineering GREAT, and we deliver it to customers through a world-class portfolio of high performance products, through close partnerships and problem-solving, and through a global network of support which ensures reliable local delivery, all over the world.

Engineering GREAT is our vision – help us get there.

## Job purpose

This roles key responsibilities will be to maintain the training developed for IGNITE, together with scope and delivery of phase 2 of IGNITE.

IGNITE is our new sales onboarding process, which includes all sales tools and processes, this will be broken down into five key areas:

- You and IMI Precision Engineering
- Selling Product
- Selling Skills
- Selling Mechanics
- Selling Practice

## Location Lakeside

### What we're looking for

- Good technical knowledge
- Exceptional project management skills
- Ability to plan, multi-task, prioritise and manage time effectively
- Able to take responsibility and work independently
- Team player with excellent interpersonal skills and able to work effectively in and with global teams
- Flexible to respond to changes quickly
- Demonstrates a consistently proactive approach
- Strong writing and record keeping ability for reports and training manuals
- Good computer and database skills

## Find out more

If you feel that you could be the person we're looking for please submit your application by 18<sup>th</sup> August 2017

Charlotte Stanton – HR Business Partner. IMI Precision Engineering – 4060 Lakeside, Solihull Parkway, Birmingham Business Park, Birmingham, B37 7XZ

**IMI**  
Precision Engineering