



Technical Account Manager: Bedford (Heat Sealing)

A fantastic opportunity has arisen within Ceetak Ltd, a leading UK provider of sealing solutions, for a Technical Account Manager to work in a busy team within our Heat Sealing division.

The company's capabilities include design, development and manufacturing. Based in Bedford, the company has been established for over 40 years, experiencing a healthy growth year upon year. Ceetak is dynamic, fast paced, and engineering led, operating in a wide spread of markets including medical,

Responsibilities & requirements of the Technical Account Manager:

- Account Management of customers, managing existing business and generating new organic growth opportunities, by developing technical and commercial solutions
- Identification and development of new business accounts in line with individual marketing plans developing technical and commercial solutions
- Working in tandem with Technical Sales Manager to promote standard and bespoke Heat Sealing Solutions
- Review customer heat sealing requirements and propose most appropriate heat sealing technology
- Active involvement in internal technical meetings conveying customer application requirements and suggesting potential solutions
- Ability to present technical solutions to customers
- Proactive marketing of company product range to target markets
- On site demonstrations

Key Skills:

- Well rounded Engineer who would like to use skills to promote technical Heat Sealing Solutions.
- Experience preferred in core principles of following; Electrical/Mechanical Engineering, Hydraulic/Pneumatic Systems
- Full product training will be provided on Ceetak technologies, but it is essential to have the solid technical background to understand and develop further
- Results orientated and focused on achieving objectives
- Relevant industry and product experience
- Consultative approach to customer communication for account management and new business development
- Ability to communicate effectively and interact across all company departments
- Desire to achieve the highest levels of customer service
- Above all the role requires commitment, tenacity and determination to succeed

Key skills are preferred, however not mandatory for the right candidate.

Benefits of becoming the Technical Account Manager:

Attractive salary + Company Car + Bonus + Contributory Pension Scheme + Health Care Scheme.

If you meet the above criteria then please apply now via our website or email: recruitment@ceetak.com