

Job Specification

Job Title	Marketing & Sales	Job Role	Sales Account Manager & Marketing Lead
Location	Middlesbrough, TS2	Period	Permanent
Salary Range	£26,000-30,000pa	Position Type	Full-Time, M-F, 0900-1700
Training	Some Training Provided	Environment	Office based
Supervisor	SLT & Change Manager	Travel	Domestic and Occasional International

Job Definition

In this dual role you will be at the centre of driving the company forward and developing and refining the business's brand and reach. As part of our sales team, dealing with customers and building relationships to maximise opportunities and strengthen our partnerships. As our Lead Marketeer you can use the industry knowledge gained from customers relationships to build and engage with internal and external stakeholders to our communications and brand strategy.

Role & Responsibilities

- Developing an industry and customer specific knowledge base to understand how customer & business needs can be met.
- Deal with day-to-day customer requirements (B2B) via phone and email.
- Use bespoke ERP and CRM, and other software (M365 etc.) to manage, plan and deliver projects as needed.
- Coordinate and maintain updates for key marketing channels (both digital and offline), including website and social media.
- Manage the production and distribution of marketing materials, e.g. digital, print and video content as appropriate.
- Deliver events/exhibitions end-to-end; prep, on-stand lead capture, post-event follow-up, within a set budget.
- Effectively liaise with, and manage, internal and external stakeholders including suppliers to deliver required outcomes.
- Work with our Change Manager to build an effective and engaging internal communication plan.
- Effectively monitor outcomes to analyses, report & present to senior management and team members.

Skills

While company-specific training will be provided, we expect successful candidates to demonstrate the following skills:

- Knowledge of key marketing theories, strategies and concepts and be ready to implement them.
- Be creative, willing to learn and happy to break the status quo.
- Strong interpersonal skills and ability to build relationships with stakeholders.
- Be approachable and adaptable to meet changing workplace and priorities
- Organised, detail-oriented, and proactive approach to work.
- Ability to follow instruction and work within a team.
- Work independently & unsupervised.

- Willingness to travel, meet customers, and attend exhibitions.

Qualifications and Education Requirements

The role would suit a recent marketing graduate or someone looking to take a project lead following an apprenticeship or similar junior role.

The Package

Salary - £26,000-£30,000 per annum, depending on experience and qualifications.

Pension – company Pension, provided by NEST.

Opportunities for CPD, including adult apprenticeships and further growth and responsibilities.

Additional Information

Previous industry knowledge or experience is not required, only a willingness to learn and a polite & professional manner.

Applicants must be able to provide eligibility to work in the UK without the need for sponsorship. However, those on graduate Visas can still be considered (min 12 months remaining).

About Us

Established in 1983, DK Jones Ltd is a family-owned business with a global reputation for supplying piping products, delivering precision, speed, and reliability to clients across sectors. With over four decades of experience, we've built a reputation for rapid response, expert sourcing, and seamless logistics—ensuring critical parts reach our customers when they need them most.

Our long-standing relationships with leading manufacturers, combined with deep market insight, allow us to offer tailored solutions and hard-to-find components with unmatched efficiency. Operating internationally, we maintain a personal, client-focused approach that prioritizes transparency, integrity, and adaptability.

At DK Jones, we don't just move parts—we move industry forward.

Web: www.dkjones.com

Email: careers@dkjones.com