

A great New Dynamic Job Vacancy!

Combination of both Internal and External Sales Technologist Starting Now!

Bundles of energy and highly enthusiastic sales professional reporting to the Director required. This person will manage sales processes in their territory and markets, and is tasked with sales growth in medical, aerospace, and electronics markets.

Scope

The successful candidate will be involved in our technical, pro-active sales processes. There will be extensive contact with customers, initially by telephone and then moving towards creative visit planning with enhanced relationships building. You will liaise with and coordinate with our internal sales team to maximise our sales opportunities. You will be qualifying and fulfilling our sales leads, supervise quotations, and track and measure sales processes.

Key Objectives

- Meet agreed sales growth and gross profit targets
- Win purchase orders in line with sales strategy from both existing and new customers
- Be a strong, contributing part of our Sales Driven Culture
- Maintain and develop appropriate internal sales processes and external sales processes
- Build and enhance relationships between our customers and our company
- Work as a team member to ensure the company meets its sales targets and goals
- Must have the experience selling technical products B2B is essential
- Good understanding of the processes, applications and technologies of high technology assembly companies & factories. Good grasp of the culture, jargon and structure of our customers' and sales targets' environments
- Experience with the sales of raw materials, coatings, adhesives, and/or dispensing equipment is highly desirable
- Confident and experienced to run seminars
- Problem solver and enjoys the challenge.

Key Responsibilities

- The main objectives are to visit new and existing customers-based technical sales
- Regularly visit all customers and other existing accounts to maximise business levels and relationships
- Use and maintain our ACT (CRM) database system for both reporting and planning
- Weekly and Monthly reports

- With the Internal Admin Team, build and record a pipeline of qualified sales opportunities, and move these to closure
- Prepare and perform product demonstrations, both at customer facilities and at our own Centre of Excellence in High Wycombe
- Work with the Sales Team to provide customers with product information, samples, prices and quotations

Location

UK

Applications

In the first instance, contact Derek Williams-Wynn for full details or a discussion about what the position entails. Email: dww@silicone-polymers.co.uk

Requirements & Attributes for All Candidates

- Communication - effective written and oral communication skills. Maintain sound relationships with customers, sales partners and colleagues. Earn and maintain mutual respect with fellow employees. Take the initiative in keeping others informed on matters of mutual interest.
 - Credibility and reliability - make realistic commitments and live up to them. Meet deadlines.
 - Resourcefulness - comprehend SME conditions and creative use of limited resources in an entrepreneurial environment. Maintain contacts within and outside the Company to expeditiously solve problems. Actively seek guidance and information from available sources.
 - Initiative - seek out opportunities to improve products and services.
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