

<https://www.sundridgesearch.com/job/analytical-instruments/>

Filled by Sundridge Search – VACANCY's CLOSED
– Analytical Instruments Graduate/ Entry Level
Sales Engineer (£30000 – £40000 basic plus
benefits)

Description

This role is responsible for identifying, developing business opportunities across a variety of strategic target markets utilising products from across our clients portfolio and focus will be on increasing and maintaining market share.

You will target existing customers, OEM's, system integrators, end users, academic and research establishments using your experience in consultative sales, finding new opportunities, assisting the regional sales manager in the day to day running of the territory.

The candidate has to be based in Northern England or Scotland.

Responsibilities

- Identify/Develop relationships with target customers and key accounts.
- Provide input to Marketing, Marcoms, Product Development and segment heads related to activities to achieve and accelerate profitable market growth
- Work in conjunction with the Regional sales manager to build a credible and validated pipeline of new business opportunities aligned with core technologies
- Execute sales campaigns that align with UK's strategic drivers and global megatrends.
- Work towards exceeding annual sales revenue and profit targets
- Identification and prioritisation of target customers, projects and applications in target markets
- Work closely with Regional sales manager, UK Market Development and Product Specialists to execute sales campaigns
- Maintain effective reporting of all accounts using CRM and Miller Heiman Blue sheet for Key Accounts
- Timely reporting for management purposes
- Proactively promote and follow HSE practices, manage risk and take appropriate action with regard to reporting and avoiding all incidents, near misses and hazards.
- To take part in continuous improvement initiatives and projects including those associated with "BlackJack"
- To promote the vision and values of the organisation
- Flexible to carry out any other tasks in accordance with departmental and organisational needs.

Hiring organization

Sundridge Search

Employment Type

Full-time

Industry

Analytical Tools

Job Location

United Kingdom, based Yorkshire

Working Hours

Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary

£ 30000 to £40000 - £ Plus OTE/
Commission

Date posted

January 1, 2022

- Appropriate national/international travel.

The above is not an exhaustive list, and you will be expected to perform duties in order to facilitate the department and organisation in achieving its' objectives.

Qualifications

Essential

- Strong commercial awareness and understanding
- Excellent verbal and written communication skills
- Excellent presentation skills
- Strong Microsoft office user (PowerPoint, Excel, Word)
- Fluent in English
- Full, clean driving license

Preferred

Experience of selling high value precision process instrumentation and/or scientific measurement and analytical instrumentation as well as system solutions.

Culturally aware and experience of working with Global Teams in Europe, Asia and US

Bachelor's degree/ HND in technical / engineering discipline.

Experience of Microsoft Teams and SharePoint

CRM experience, preferably Salesforce

Technical product sales experience with awareness of all or some of the following:

- Optical Spectroscopy techniques
- Scientific measurement and analytical instruments
- Process measurement and control Instrumentation

Pro-active and proven Salesman who initiates action

Trained in consultative solution sales

Used to developing sales growth plans

Used to working in global matrix style organisations

Personal Qualities:

Resilience and tenacity

Focussed and Self-motivated

Pro-active and action orientated

Strong "active listening" ability

Proven influencing and persuasion skills

Flexibility

Structured and organised approach to work

Ability to build effective relationships with customers and stakeholders

Professional approach and appearance

Job Benefits

- £30000 to £40000 basic salary
- Car allowance (£6,600)
- OTE/ Commission
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts

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