Sundridge Search
Recruitment Consultants

https://www.sundridgesearch.com/job/material-testing-sales/

Filled by Sundridge Search – VACANCY CLOSED – x5 Material Testing Sales Engineer's (£50000 – £75000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Beginning of employment
2020, 2021, 2022 & 2024

Industry
Material Testing

Job Location
UK, Russia, Africa, Middle East, Scandinavia & France

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
£ 65000 - £ 75000 - £ OTE

Date posted
January 1, 2022

Description

The Sales Engineer plays a vital role in assisting the Sales department achieve sustainable business growth by providing guidance to our clients partners within their territory to exceed their annual sales targets. The position requires a goals driven, self motivated and pro-active individual who will be working closely with partners and supporting them to sell differentiated products and services. The objective will be to grow business in France and Benelux. The successful candidate must be based in this region.

Responsibilities

- Selling to new & existing customers by managing projects in identified market areas, analysing business requirements, presenting proposed business solutions, demonstrating & presenting products, generating personalised proposals & negotiating contracts
- Identify and qualify prospects through web leads, marketing events and direct enquiries. Maintain sales database, update sales funnel information, provide accurate forecasting and use of sales activity dashboard
- Liaise with agents to develop & execute localised strategies and sales campaigns into new markets & accounts & takes responsibility for developing & executing account plans for existing markets & customers.
- Adding value to customers and partners
- Works closely with agents to ensure annual growth targets are exceeded in 80 markets
- Coordinates and executes product demonstrations, industry focused workshops and other promotional activities
- Produces quotations, covering letters, technical descriptions and literature into customer proposals
- Coordinate with sales, order entry, finance and shipping departments to deliver clean orders as well as customer after sales satisfaction and ensure account receivables are kept to a minimum
- Execute sales initiatives including but not limited to legacy, biomedical, installed base trade out and others in the assigned territories
- Use product expert knowledge and information of market trends to influence the customer’s decision by applying consultative selling techniques
- Provide guidance to strategically position our client ahead of competition by implementing sales strategies based on competitive and local market knowledge.

Qualifications

Typically requires a Bachelor’s degree in a related technical discipline, supported by experience of technical sales in a similar technical business to business environment. Candidates without graduate degrees will also be considered where substantial relevant successful experience of similar technical sales environments can be demonstrated.

Job Benefits

- £65000 to £75000 basic salary plus benefits
- Company car or car allowance
- OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts
info@sundridgesearch.com