

An excellent opportunity to join our successful team, Rotronic offers a friendly work environment in a purpose-built premises based in Crawley, West Sussex. We encourage our staff to develop themselves both professionally and personally, part of our success is owed to the dynamic and passionate team, and with growth comes opportunity so we are looking for someone to join us.

As well as a competitive salary, Rotronic offers a range of benefits, including:

- 25 days holiday
- Personal pension plan
- Group life insurance
- Health insurance
- Flexible working conditions

Job Specification

Job Title

- UK Sales Engineer – O₂ Gas Measurement Specialist – Closing date: 31st August 2020

Location

- Crawley Office, West Sussex
- Michell Instruments – Ely Cambridgeshire
- Home Office

Reports to

- Managing Director

Works with

- Area Sales Managers
- Sales Administrator
- Technical Services Department
- Accounts and Management team

Role Purpose/Impact

- Develop and execute sales strategies and objectives for the UK territory in accordance with overall PST goals and objectives in order to achieve market share growth and maximize sales revenue and profitability
- Develop and optimize the focus on key accounts in the region to support the PST strategic business objectives
- Acquire and educate on the PST product range and provide the necessary selling strategy assistance specific to an industry, market, and / or account
- Provide input to Product, Marketing and Engineering to help direct the development of new products that reflect market trends and customer needs
- Be aware of all competitive activities with major accounts
- Create relationships with key players at the business, namely key customers and integrators.
- Assist during seminars or trade shows
- Cross selling other products within the company

Key Accountabilities

- Obtain a thorough knowledge of the company's Oxygen and Gas measurement solutions in order to educate customers
- Manage and maintain relationships with existing customers through regular contact/Site visits
- Develop rapport with a prospective and existing customer alike in order to obtain further business and growth
- Manage your own schedule and client meetings with discipline
- Pro-actively seek and identify new business opportunities within the Oxygen and Gas measurement solutions field
- Ensure disciplined use of the CRM and administration
- Follow-up on after-sales cases generated inside the assigned territory to ensure customer satisfaction
- Prepare quotes within the oxygen and gas measurement division for customers and cost up requirements to deliver the order, ensuring profitability
- Maintain and Report on existing sales prospects to ensure and provide next steps to close the sales
- Access the customer requirements and advise on most suitable products for their needs
- After sales follow up calls to be made to ensure the order fulfilled effectively
- Supporting members of the sales team and provide specialist assistance as and when required

Position Requirements

- 5 Years sales experience, with prior experience in technical sales and / or process and analytical Instrumentation
- Strong commercial acumen and advanced negotiating skills with the ability to adapt to our customer needs
- Proven track record of handling key accounts in the region directly
- Highly customer focused with customer service orientation
- The ability to communicate effectively both verbally and written with customers and to interface with a variety of organisations and professionally
- Strong time management
- Pro-active positive attitude
- Open to travel across the UK as necessary to develop business opportunities
- Proficient in Microsoft office and CRM applications
- Bachelor's Degree in Electrical Engineering or Electronics Engineering preferred, other college in conjunction with relevant technical business development and / or sales experience

Contact

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Managing Director
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We look forward to receiving your CV and covering letter until end of August.