

<b>Job Title:</b>	Field Sales Executive
<b>Department:</b>	Sales
<b>Location:</b>	North West – West Midlands
<b>Reporting To:</b>	UK & Ireland Sales Manager
<b>Direct Reports &amp; Responsible For:</b>	No direct reports.
<b>Contacts With:</b>	<ul style="list-style-type: none"> <li>• UK &amp; Ireland Sales Manager</li> <li>• Internal Sales Team – UK &amp; Ireland</li> <li>• Technical Support Team</li> <li>• UK (resellers and industrial accounts)</li> </ul>
<b>Main Job Purpose:</b>	Responsible for the development of field sales of coatings inspection, Blast Equipment, concrete inspection, metal detection and NDT equipment to customers in the UK with specific responsibility for the North West of England, North Wales and West Midlands.
<b>Main Responsibilities and Duties:</b>	<ul style="list-style-type: none"> <li>• To proactively sell products and services to end users and some resellers in designated territory.</li> <li>• To forecast, manage and grow the sales pipeline of prospects, through a combination of developing new business, re-energising dormant accounts and gaining incremental sales from the existing customer base.</li> <li>• To develop and maintain effective relationships with key accounts to ensure we exceed individual account targets and deliver incremental sales.</li> <li>• To manage customer demands and proactively chase quotes for conversion.</li> <li>• To achieve personal and team sales targets consistent with budget levels.</li> <li>• To achieve personal and team KPI's.</li> <li>• Effective territory management, geographical, account and time management.</li> <li>• To generate sales opportunities through proactive prospecting and active territory management.</li> <li>• To effectively use the CRM system to support sales activities, complete sales administration tasks and maintain customer data.</li> <li>• To plan and execute visits, demonstrate and sell products face to face to existing and potential customers.</li> <li>• To provide on-site customer support to maintain, develop and nurture customer relationships using a solution based sales approach to obtain new business and develop existing accounts.</li> <li>• Promoting growth in existing markets and penetrating new markets.</li> <li>• To develop good strong working relationship with other members of the sales team (both internally and field sales).</li> <li>• To capture customer intelligence, record accurately and conduct market evaluations to ensure company products are maintaining a competitive advantage in the market.</li> <li>• To develop product knowledge to improve understanding of customer requirements and to be able offer a solution.</li> <li>• Communicate customer needs to internal sales team accurately.</li> <li>• To provide the highest level of customer service and support, delivering and maintaining a quality service at all times.</li> <li>• To represent the company at trade shows, exhibitions and seminars and exploit further sales opportunities from these events.</li> </ul>

## PERSON SPECIFICATION

	<b>Essential</b>	<b>Desirable</b>
<b>Qualifications/Education &amp; Training:</b>	Educated to A level or equivalent.	Technical Sales Background.
<b>Experience:</b>	<p>Strong external / field sales experience in a target driven and results orientated environment – minimum of 3 years.</p> <p>Quantifiable track record of both key account management &amp; new business development.</p> <p>Experience of B2B sales / relationship building / solution selling / added value sales.</p>	<p>Previous technical field sales experience.</p> <p>Previous industrial / manufacturing sales experience.</p>
<b>Skills &amp; Competencies:</b>	<p>Ability to demonstrate, train and sell technical products face to face.</p> <p>Effective Territory and Account Management experience.</p> <p>Strong negotiating and influencing skills.</p> <p>Strong sales / commercial skills.</p> <p>Excellent verbal and written communication skills.</p> <p>Strong analytical skills.</p> <p>IT Literate – Word, Excel, Powerpoint and some experience of CRM systems.</p> <p>Good organisational skills.</p>	
<b>Personal Attributes:</b>	<p>Self-motivated, Confident, Driven, Tenacious and Resilient.</p> <p>Well presented with a positive, proactive and professional approach.</p> <p>Personable with ability to network &amp; build relationships at all levels. (Externally with customers / prospects and internally within Elcometer.)</p> <p>Good team player.</p> <p>Able to show initiative and adapt quickly.</p> <p>Hands on approach.</p> <p>Self-starter and comfortable working on own initiative.</p>	
<b>Other:</b>	<p>Based in Manchester/Lancs/Cheshire. Attend Manchester office for meetings. Manage dedicated Northern Territory. Expected to travel throughout UK.</p>	