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| **Organizational setup** | |
| * Location: * Department: * Reporting line: | Burton-on-Trent  Sales  Sales Manager |
| **Job Focus** | |
| We are looking for the next generation of sales professionals to join our business. Working in an international environment with interactions with our global group of companies. Serving customers across the brewing, distilling, food, and pharmaceutical industries selling market leading process engineering, stainless steel tanks and process equipment.  An opportunity for someone at the beginning of their career that has a passion for sales, is a good communicator, has the ability to learn and develop new skills quickly and works well as part of a team while remaining self-motivated.  The role will be directly supporting the sales team with all commercial activities, initiatives, and strategies to grow revenue and market penetration for the business. Requiring travel to visit customers and identifying new customers, building relationships, and driving sales targets for the company.  As part of your development, you will be joining a 1-year program specifically designed to train and support you with all the essential skills and principles you will need to have a successful career in our sales organization. | |
| **Main tasks & responsibilities** | |
| * Proactive prospecting and lead follow up in key markets. * Build relationships with new and existing customers. * Support maintenance and expansion of new and existing customer contacts. * Generate leads by phoning and contacting customers. * Create opportunities for technical discussion between our customers and our technical sales and pre-engineering teams. * Support customer visits and other sales activities with customers. * Actively promoting our product and service offering at events virtually and physically in-person * Taking on projects and tasks on various customer-specific topics, *e.g. processing of tasks in the PFS action log, research tasks, special projects, preparation of negotiations, analysis of market trends and price differences/saving potentials.* * Assist the responsible sales manager in conducting sales meetings and negotiations with customer and work towards closing the deal. * Preparation of internal presentations on sales and project related topics to support the Sales team actively. * Updating of sales databases/CRM system to required timeframes and deadlines. * Liaise with internal contacts during the sales process to support a smooth process. * With your international sales colleagues you will be co-responsible for achieving a set group target. | |
| **Desired Knowledge & Experience** | |
| **Education:**   * Higher education such as a University degree, Collage A levels or NVQ, or apprenticeship with a desirable background in; * Engineering * Commercial/Business administration * Food and Beverage science and technology | |
| **IT skills**   * MS-Office package - essential | |
| **Linguistic skills**  **Essential**   * English: Business fluent   **Desirable**   * Good command of other languages, especially German, French or Spanish, is an advantage | |
| **Required competencies & behaviour** | |
| * Well organised and structured * Strong customer focus * Strong business acumen * Strong communication skills * Eager to learn and develop * Results driven * Enduring and dynamic personality * Self-motivated with independent working style * Ability to work in an international team environment | |
| **Travel** | |
| * Full Driving licence * International & domestic traveling is part of the job | |
| **Remarks** | |
| You may, on occasions, be required to undertake additional or other duties within the context of this job description, and according to the needs of the Company. | |