

TECHNICAL SALES EXECUTIVE (2 positions)

JOB REF: 0497/498

Our client is a leading manufacturer of innovative energy saving heat recovery & ventilation systems used extensively in residential building projects throughout the globe. Established for almost 35 years, the business has gone from strength to strength and continues to build their market presence through new product introductions and new market entry.

Job Purpose

Reporting to Sales & Marketing Director, the Sales Executive will be responsible for managing and growing the existing client base as well as developing new business with new clients across the region. The person appointed will work to sales targets and present the range of products to potential customers in a professional and competent manner to gain trust and respect.

Responsibilities:

- Deliver against sales and margin targets set for the month/ year.
- Manage and develop the existing M&E customer network in your designated region.
- Meet with key clients, maintain relationships. Negotiate and close deals.
- Enthusiastically present the company's mechanical ventilation products and services in a professional structured manner to maximize sales within new and existing accounts.
- Present product seminars to consultants and clients.
- Undertake technical site visits with clients including conducting product demonstrations.
- Establish and maintain relationships with industry influencers, specifiers and key strategic partners.
- Preparing detailed quotations based on project specifications and customer need and where required.
- To follow up all outstanding quotations and providing feedback on won or lost opportunities.
- Provide daily updates using CRM on all meetings, presentations and opportunities of note.
- To communicate with customers and departments within the Company in a clear and timely manner.
- Supporting other departments, where required, ensuring first rate customer service delivery (credit control etc.).
- Undertake sales forecasting and monthly reporting activities to communicate progress.

- Monitor and evaluate competitor products, sales and marketing activities.
- Develop sales strategies that can be employed against competitors to win business.
- To study and have an acceptable understanding of building regulations, information papers and other legislation that are specific to the industry

Person Specification

- 3rd level degree in Business/Marketing (or similar qualification of relevance)
- Minimum 2 years' experience in B2B technical product sales, preferably in the construction/ M&E sector.
- Self-motivated with an ability to further develop business opportunities and to launch new initiatives
- Proficient in the use of MS Office software
- Valid UK Drivers Licence

Benefits/Info

- Competitive salary (experience dependent)
- Competitive bonus structure (Up to 20% of basic salary)
- Company car (for GB based role only – NI based role won't have company car)
- A company smartphone and laptop will be made available as part of the role
- 30 days annual leave (pro-rata) including company stat days
- Pension match up to 3% of salary
- 37.5hrs per week. 8.30-5 Mon to Thur, 8.30 - 2.30 Fri

Locations:

- 1: Belfast (regular travel to London & SE is a vital aspect of this role).
- 2: GB based role to be Midlands or South London/ SE.

Contact Con Gallagher on 028 8676 0044 for a confidential chat or submit your CV via the link.

The Company reserves the right to vary criteria at the shortlisting stage.

Spectrum Employment Solutions is an equal opportunities employer and welcomes applicants from all backgrounds.

DATA PROTECTION

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