

Sales Executive

The Job

You will be selling our products to existing and potential customers, by qualifying and responding to our sales leads, organising quotations, sales information, demonstrations, samples and evaluations, and recording sales processes on our CRM. The role entails both commercial and technical aspects of the sales process, and you will develop to become a results focussed trusted advisor. You must have a passion for selling, but must also be able to organise and plan the team sales activity. There will be extensive contact with customers, primarily by telephone and e-mail but will involve some customer meetings in our facility. You will work as an equal team member with an external Technical Sales Executive to manage a geographically defined sales territory. There is no cold-calling, we mostly work with warm leads or existing contacts.

About Us

We are a distributor of adhesives and protective materials, and the requisite application and curing equipment, to technology manufacturing companies in the UK and Ireland, including leading edge companies in electronics, medical devices, aerospace, F1 and automotive.

As a supplier to companies on the cutting edge of technology manufacturing, we help bring innovations to life that will change the world. We are incurably curious, and thrive on helping our customers find ways to put things together effectively, improve their productivity, and achieve strong return on investment. It's exciting and rewarding. No two days are the same.

Find out what it's like to work with us: www.intertronics.co.uk/working-for-intertronics/

What We Need

- A proven track record in business-to-business sales, preferably to manufacturers
- You must have a science qualification, to 'A' Level as a minimum. Comprehensive and ongoing product training will be given
- CRM experience – we use Microsoft Dynamics
- Excellent telephone manner – be comfortable using the telephone as a proactive sales tool
- Effective written and oral communication skills – to maintain sound relationships with customers, sales partners and colleagues
- Whilst a technical background is required, the most important quality is an ability and willingness to learn about and understand our products
- Professional demeanour and attitude, outgoing and friendly
- Organised, focussed, sales driven
- Commitment to our Vision and Values

What We Offer

- Smart, modern working conditions in our Kidlington head office
- Flexible working, hybrid working possibilities
- 37.5 hours per week, Monday to Friday
- 22 days holiday per year, plus your birthday, 3 days at Christmas and charity days off
- Bonus paid monthly based on hitting sales goals
- A clear set of objectives with learning and development goals

You are invited to come and meet us and to look around the business. Give me a call or drop me an e-mail.

Applications including CVs to:

Peter Swanson, Managing Director

INTERTRONICS

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