

## Technical Sales Executive

### 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, automotive and renewables.

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. We enjoy significant growth.

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

### The Job

We are looking for a salesperson to work with customers in this technology manufacturing space. You will sell an extensive and synergistic range of products from leading manufacturers. We sell by adding value, aspiring to be trusted advisors, and working on a consultative basis.

You will benefit from our Technology Centre, with your customers getting immersive demonstration and trialing facilities. We back up your selling effort by being highly responsive throughout the company, with large inventory and next day delivery. You will work in a two-person team with a commercially orientated sales executive partner. You will use state-of-the-art IT, with Microsoft Dynamics CRM at the heart of our customer interactions.

You can live anywhere in the UK. You will manage a geographic territory, through customer visits and online meetings.

### What We Need

- Experience in a B2B consultative sales role, to manufacturing companies
  - Ideally, experience in selling adhesives and/or equipment to end users
- Knowledge of manufacturing processes and customer environments
- Detailed and a creative problem solver
- Effective written and oral communication skills
- Credibility and reliability – make realistic commitments and live up to them. Meet deadlines
- Commitment to our Vision and Values

### What We Offer

- Company car or mileage
- Mobile telephone and laptop
- 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

Succession: the position is open because of an impending retirement

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**  
01865 842842  
[peter.swanson@intertronics.co.uk](mailto:peter.swanson@intertronics.co.uk)