

POSITION : TECHNICAL SALES EXECUTIVE

Location: Field based

Reports to: Managing Director

Employment Type: Permanent - Full time (37½ hours)

Job Summary:

We are seeking a technically-minded and customer-focused Sales Executive to join our team. The successful candidate will be experienced in identifying new business opportunities, harbouring long-term customer relationships and consulting on technical project plans. It is anticipated that this person will be the link between Sales and the engineers within Standby UK.

Key Responsibilities:

- Work closely with our Technical and Sales teams
- Provide technical support to customers and a sales insight to internal Standby UK stakeholders
- Develop solution-based proposals with customers: identifying customer needs, developing new ideas and concepts; and liaising with all relevant stakeholders on upcoming opportunities
- Test and commission vehicle systems
- Configure and program electronic control systems
- Project management
- Key account and Relationship management
- Sales forecasting and reporting on customer potential
- Demonstrate and upsell Standby solutions; understanding & identifying project needs that utilise the full range of Standby products

Requirements:

- Technical background (engineering: electrical, electronics, automation or similar)
- Driving licence
- Problem solving approach
- Communication skills
- Proactive attitude

Desirable Skills (Optional):

- Project management experience
- PLC programming experience
- Technical awareness of hazard warning, telematics and CCTV products
- Familiarity with vehicle OEMs &/ emergency service fleet procurement departments
- Experience with MS365 Business Central ERP
- Commitment to the Company values, being: Empower through knowledge, Drive innovation with proven results, Enable safer vehicle solutions, Create customer excellence

Salary & Benefits:

- Competitive salary based on experience
- Group life assurance and critical illness cover
- Cycle to Work scheme
- Holiday entitlement 20 days p.a. (pro-rata) + Bank Holidays
- Company Pension scheme