

RotaVal

UK & Ireland External Sales Engineer

Job Purpose

To assist with the effective growth and development of the Company's external sales and marketing activities to meet the needs of the Organisation and its customers.

To combine technical knowledge with sales skills.

Core Objectives

Sales

- Visiting existing customer to maintain and develop relationships
- Prospecting and making appointments with potential new customers
- Managing and interpreting customer requirements
- Making technical presentations and demonstrating how products will meet customer needs.
- Convert quotations to orders
- Offering after sales support services
- Promote new products
- Meet agreed sales targets
- Recording and maintaining customer contact data
- Attending trade shows, conferences or any other marketing event as required

Marketing and Product Expansion

Attendance when requested, at exhibitions, seminars and other external events to promote the products and services of the Company.

Cross-functional Support and Communication

Give technical support both internal and external to the Company.

Health & Safety

- To take reasonable care for the health and safety of yourself and others who may be affected by your acts or omissions at work.
- To co-operate with Rota Val to enable the Company to perform its duty as required by legislation and good practice.

Job and Personal Skills:

- Be a confident communicator to internal and external customers.
- Project a professional image of oneself and the Company at all times.
- Be driven and motivated with the commercial acumen necessary to succeed
- Proven track record in sales and building customer relationships
- Ability to travel and stay away from home where necessary