



SEAWARD

TESTED, TRUSTED... WORLDWIDE.

Job Title: Field Sales Engineer – C&P

Salary: Competitive + bonus, car, pension scheme.

Department: UK Sales

Reports Direct: Commercial Manager Sales

JOB PURPOSE

- Aid in the delivery of the company financial plan by achieving regular sales targets whilst maintaining company profitability levels.
- Find new customers who might benefit from company products or services and maximise existing key customer potential.
- Develop and maintain long-term relationships with Customers.
- Follow up on incoming enquiries; liaise with customers and potential new clients to understand their needs and requirements in order to offer a solution using our product range.
- Negotiate pricing, calculate quotations, and administer customer accounts.
- Deliver commercial and technical presentations and demonstrate how a product meets client needs, using digital communication and onsite visits.
- Influencing the market through a close and detailed involvement with customers and influential members of the industry.
- Delivering excellent Customer Service through Sales and Technical Support.
- To provide pre-sale technical assistance and product education to customers and offer after-sales support and provide technical back up where needed.
- Support marketing activities by attending trade shows, conferences and other events where required.
- Provide customers with product training and installation of equipment, where required.
- Feed information into the category managers where potential NPD opportunities may exist.

15-18 Bracken Hill, South West Industrial Estate, Peterlee, County Durham, SR8 2SW, United Kingdom
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seaward.com

Registered office: Seaward Electronic Ltd, 15-18 Bracken Hill, South West Industrial Estate, Peterlee, SR8 2SW, United Kingdom.
Registered in England No: 01674384 | VAT REC: GB314 1089 92



INVESTOR IN PEOPLE



Q05356

KNOWLEDGE, SKILLS AND EXPERIENCE REQUIRED

- A proven successful background in Technical Sales environment is essential.
- A background within the electrical / electronic manufacturing sector is desirable.
- Must have the ability to build successful relationships quickly and effectively.
- Sound judgement and good business sense.
- Excellent customer facing skills.
- Self-motivation and ability to complete your work unsupervised are key to being successful.
- Excellent communication skills at all levels.
- Great attention to detail.
- Must possess good organisational skills, ensuring that workload priorities are completed within required timescales.
- Excellent application knowledge for all products within the brand. (Training to be provided).
- Team Player, working with internal and external staff and partners at all levels.
- Must have good analytical and problem-solving skills.
- A full driving licence is essential for travelling to customer premises.

OTHER AREAS

- Produce regular updates on Market opportunities, install base and competitor info.
- Direct liaison with Category Manager and internal team to provide technical and product support.

KPIs

- Key Geographical and key product sales targets.
- Customer support/ response time targets.
- Contribution to team based targets as appropriate.
- "Customer Experience" metrics (TBA).

If you think you've got what it takes to excel in this role, then please email a copy of your CV along with a cover letter to wendyc@seaward.co.uk.

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