



STS – JOB OPENING

Job title: Sales Specialist (Material Handling)
Department: Sales

This is an excellent opportunity to join our dynamic and innovative company. We are seeking a keen and interested technical sales specialist to join our small B2B sales team. The role will centre around advising clients on material handling solutions to enable us to solve their handling problems. You will be responsible for identifying and pursuing new sales opportunities as well as maintaining relationships with existing clients.

We are a small company that conducts business across six continents, giving us a truly global presence. We specialise in designing and manufacturing high-quality manual handling equipment, with an emphasis on industrial drum-handling equipment. We supply equipment to various industries across the world through direct sales, as well as through a network of distributors.

From time to time, you will be required to carry out customer site surveys, attend trade shows, and visit international distributors, but primarily the role is office-based. Time away from the office could be up to 6 weeks in any given year, but at first it will likely be less. You will report directly to the company Directors.

Requirements and skills:

- Experience in a previous sales role that included a technical element.
- Strong technical aptitude and ability to understand and articulate technical concepts, including considering spatial constraints.
- Excellent communication and organisational skills, with a confident and persuasive phone manner.
- Communications must be accurate, precise, and make correct use of the English language.
- Team player who pushes hard to make a success of every opportunity.
- Focused individual who can be productive whilst multi-tasking between different sales opportunities.

Main responsibilities:

- Learning and fully understanding key aspects of the products to be able to clearly articulate the benefits and value to potential clients.
- Preparing sales proposals for clients, resellers, and foreign distributors.
- Involvement in the entire sales pipeline from start to finish.
- Updating the CRM database to record sales activities including company information, contacts, calls, emails, and proposals.
- Conducting sales follow ups to maximise the potential of each opportunity.
- Carrying out customer service functions as and when required.
- Collaborating with the technical team to offer customised bespoke solutions.
- Developing and improving documentation and internal resources.
- Help to develop and execute on new marketing initiatives.
- Engage in direct marketing activities aimed at 'high-value' clients and prospects.

**Qualifications and skills**

- Minimum of 5 GCSE grades A* to C (or equivalents).
- A-levels and/or Degree-level qualifications are beneficial.
- Proficient in the use of Microsoft Office suite (Outlook, Word, Excel).
- Experience using Salesforce or similar CRM.
- Knowledge of B2B networking strategies and techniques.
- Understanding of common B2B sales processes.

Non-essential skills and experience:

- An ability to speak one or more foreign languages would be beneficial.

Salary: £35,000 to £42,000 depending upon experience

Start date: As soon as practicable

Hours: 40 hours per week

Holidays: 31 days, including bank holidays

Location: Leedstown, Hayle, Cornwall

Please apply in writing including your CV by email to zac@sts-trolleys.co.uk. Please include a cover letter detailing why you feel you are a good candidate for this role.