

## **Technical Sales**

We are recruiting for a motivated, ambitious, and energetic **Technical Sales Person** to join our team.

**Brooksbank Valves** are one of the UK's leading valve manufacturers of high-quality isolation valves and actuation packages for the Oil & Gas, Naval Marine, Fine Gas & Chemical markets.

### **Key Responsibilities of the role are:**

- Manage agreed territory client base, seeking new opportunities for company products with direct client visits. Manage existing accounts to maintain good client relationships.
- Responsible for achieving the agreed annual sales target within territory.
- Discuss proposed meetings with Sales Team to ensure targets are focused and information is shared prior the meetings.
- Conduct presentations to clients and internal stake holders as and when necessary.
- Regular update of CRM system.
- Be prepared to attend client kick off meetings as and when required.
- Participate in contract reviews as and when required to ensure all technical and commercial aspects of a purchase order are agreed, understood and acceptable by the management team and are in-line with the quotation issued and are clearly defined to enable manufacturing to commence.
- Identify selling opportunities and solicit enquires from interested parties.
- Work closely with the Project Administration team from first bid stage onwards.
- Review customer general terms and conditions and highlight clauses which need management approval/discussion.
- Seek continuous improvement initiatives, and development of Best Practices within the sales team.
- Follow filing protocol in the Sales environment, scan quotes and file work to aid easy retrieval for yourself and others.

### **Our ideal candidate with possess the following Competencies / Personal Attributes:**

- Strong negotiation and relationship building skills
- Good selling skills and an understanding of the sales process
- Excellent communication skills across different levels and disciplines within an organisation
- A clear and confident decision maker with a commercially focused approach
- Computer literate in Microsoft packages

### **Objectives and Measurement for the Role:**

- Timely quotation of sales enquiries
- Production of weekly Sales Pipeline report
- Develop and manage effective customer relationships with key decision makers
- Attend appropriate training where required.

In return we offer:

- Competitive salary in line with the experience of the candidate and benchmarked salary levels
- Holiday entitlement of 25 days running January to December, per annum
- Pension contributions above statutory rates

- Early finish on Friday

The successful candidate will need as part of the process to: (i) satisfy basic eligibility criteria/certain conditions of employment (e.g. nationality rules/right to work); (ii) provide appropriate documentation to verify ID, nationality, employment and/or academic history, criminal record (unspent convictions only); and undergo UK Baseline Personnel Security Standard checks.

If you fit these criteria, please apply in writing with cv and covering letter stating your salary to [jobs@brooksbank.co.uk](mailto:jobs@brooksbank.co.uk)

**NO AGENCIES**