



JOB DESCRIPTION

CHROM

Job Title: Technical Sales Specialist (Southern Area Manager)
Reporting to: Sales Director

Working closely with the Sales Director, the **Technical Sales Specialist** is responsible for maintaining and increasing sales of Hichrom products and services, and sales of products and services for which Hichrom act as a distributor.

The **Key Responsibilities** of the post are:

1. Maintaining and developing existing and new customers through planned individual account support.
2. Acting as account manager for specific Key Accounts. To carry out this particular responsibility it is essential that the post holder ensures that they are aware of all sales/marketing activities associated with their Key Accounts. It also includes visiting Key Accounts on a regular basis and submitting reports on such visits.
3. Responding to and following up on sales enquiries by email, telephone and personal visits.
4. Feeding back sales intelligence including competitors' activities.
5. Liaising with the Technical and Marketing teams to ensure that activities are co-ordinated.
6. Attending exhibitions.
7. Opportunity for making Technical presentations.
8. Co-ordinating on-site seminars for external presenters.
9. Maintaining a detailed knowledge of Hichrom's portfolio of products.
10. Monitoring and Reporting on activities and providing relevant management information.
11. Maintaining and developing Goldmine – Hichrom's customer and prospect database.
12. Attending training to develop relevant knowledge and skills.

The **Key Skills required** for the post are:

1. Previous Sales experience in scientific products or pharmaceuticals preferred.
2. Excellent communication skills both written and verbal.
3. Good understanding of HPLC desirable.
4. A degree or equivalent in Chemistry or related subject
5. Good presentation skills.
6. Highly motivated with the ability to influence others.
7. A team player able to work towards both personal and company goals and objectives.

SALARY AND BENEFITS

Job Title: Technical Sales Specialist (Southern Area Manager)
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Salary and Benefits

Competitive salary

Bonus Scheme based on individual performance and company profitability

Company car, BlackBerry phone and Laptop

BUPA Healthcare

Life Assurance

Contributory Pension scheme

Travel Insurance

Clothing/Grooming allowance

23 days holiday in addition to Bank Holidays plus an extra day for each year of service (to a maximum of 28 days)

Flexible working hours