



Life-saving solutions

<b>JOB TITLE:</b>	Product Specialist Sales Manager
<b>DEPARTMENT</b>	Sales
<b>HR STATUS</b>	Full-time, Permanent
<b>SALARY</b>	£TBC Depending on experience
<b>RESPONSIBILITY</b>	Non-managerial
<b>BASED</b>	Field-based, covering Southeast England (Main office in Shrivenham, Oxfordshire)
<b>APPLY BEFORE DATE:</b>	Open-ended

## OVERVIEW

Established back in 1976, Shawcity helps companies across the UK and Ireland to protect the health of their employees in the workplace and to monitor environmental conditions. As a distributor working across both private and public sectors, our wide-ranging B2B customer base includes SMEs through to some of the world's most recognisable brands, from construction to offshore and motorsport to museums.

The role of Product Specialist Sales Manager involves promoting our portfolio of technical monitoring instruments (including Gas Detection, Noise, Sound, Vibration, Air Quality, Dust, Fit-Testing, Heat Stress & Asbestos). Working as part of a national sales team, this role is focused on demonstrating the benefits of our world-class instruments and growing Shawcity sales with new and existing customers.

The successful candidate will enjoy the prospect of working within an exciting technical and value-added sales environment and will be looking to join a fast-paced and friendly team. There will also be opportunities to network and meet target audiences face-to-face at conferences, events and exhibitions throughout the year. Full product training will be provided.

## THE ROLE:

The Role reports to the Managing Director and will involve the following:

- Support the collective success of the Product Specialist Manager team to meet company goals and targets
- Meet targets for profitable sales growth in assigned product lines
- Establish productive, professional relationships with key stakeholders involved in assigned customer accounts
- Develop creative pitches and propositions aimed at industry-specific sectors
- Use initiative to identify and follow-up prospects with companies who are not already existing customers
- Manage the customer pipeline efficiently to ensure targeted marketing activity can be reported on accurately

- Work closely with the Marketing Department to achieve sales objectives
- Liaise with the Managing Director on key discussions and updates on a regular basis
- Attend regular meetings with the Product Specialist team to update information, discuss any issues and share good practice
- Liaise effectively with all departments within Shawcity to ensure customer expectations are managed and exceeded wherever possible
- Collaborate and train other team members as appropriate
- Carry out administrative tasks in a timely manner
- Carries out additional duties as and when required
- Attend exhibitions/tradeshows across the UK & Ireland to showcase the business offering.

## **THE PERSON**

This is a hands-on role and we are looking for a candidate who has the following attributes:

- A genuine interest in working in a technical sales environment
- Previous relevant experience working within sales and/or with technical products
- Strong verbal and written communication skills
- Excellent organisation and prioritisation skills
- The ability to problem-solve and use initiative independently
- Excellent negotiation skills
- Strong influencing skills
- Excellent telephone sales skills
- The ability to create and deliver engaging presentations
- The ability to work under pressure and react with flexibility according to the needs of the business
- The people skills to build and maintain relationships with internal departments and external suppliers
- Proactive interest in keeping informed of industry developments and self-learning
- High level of attention to detail
- Ability to multitask
- A team player who is focused on positively contributing to the business and wider industry
- A strong set of morals and ethics in terms of making the right sale for the customer
- Have existing IT skills in Microsoft Office packages including Word & Excel (knowledge of SAP or a similar system would be ideal but not essential).

## **KEY PERFORMANCE INDICATORS (KPIs) FOR THE ROLE**

Will be identified and agreed with the successful applicant, following an offer of employment.

## **BENEFITS**

This position offers good terms and benefits including: Good basic salary and OTE package, car, laptop and mobile phone. Expense account. 20 days annual leave (increasing with length of service) + Bank holidays + Christmas break. Company Pension. Company Life Assurance. Private Health Care scheme. Staff Wellbeing programme. Company Social Committee and regular, free social events.

## **WORKING HOURS**

This is a full-time position and working hours are Monday to Thursday 8:30am to 5:00pm and Friday 8:30am to 4:00pm.

### **CONTACT DETAILS FOR APPLICATIONS:**

Name: Neil O'Regan, Managing Director

Method: Email: [neil.oregan@shawcity.co.uk](mailto:neil.oregan@shawcity.co.uk)

Please send a CV and short covering letter in the first instance.

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