

Job Title: Internal Technical Sales Engineer (Automation)

Reports to: Managing Director

Location: Basingstoke

Scope:

Here at LG Motion, we make things that go in and out, up and down and round and round!

Are you excited by being a key part of our Company growth? If so then LG Motion have an exciting opportunity for an experienced technical sales engineer to join the team, working on automation sales as well as establishing new key accounts and developing our cobot sales pipeline from our Basingstoke office.

The role holder will be required to develop the cobot automation business, generate demand and promote the cobot business throughout the UK. They will also be responsible for managing and growing accounts from existing enquiries and opportunities, as well as researching and identifying new sales opportunities to achieve profitable sales through new account acquisition.

The Internal Technical Sales Engineer will work closely with the Application Engineering Team, Business Administrator and Managing Director to develop the cobot business and deliver bespoke solutions.

At LG Motion we are passionate about the work that we do and live by the following vision and values to achieve our goals:

- Where dedicated people experience the emotion of achievement through the application of knowledge and technology.
- We succeed through continuous education, improvement and enjoyment.
- We work together so that everyone achieves more.
- We commit to exceed Customer expectations.
- We reward exceptional Company and personal achievement.

Key Responsibilities:

- Responsible for building and continued increase in the business pipeline.
- Nurture and maintain a positive, constructive and trusting business relationship with both new and existing clients.
- Liaise with administrative staff for preparation of, and follow up of quotations, as well as customer correspondence when required.
- Manage telephone calls to existing customer contacts and customers.
- Managing workload to attain targets set to include sales/revenue targets, meeting targets and call targets.
- Carry out customer site visits and meetings as and when required.
- As a strong team player, you will love working cross functionally and will be able to connect and build bonds with other business areas
- Update the CRM Management system to report on Opportunity Pipeline and overall performance

- Working alongside colleagues in other divisions, and technical teams who will assist and support where necessary with drawings etc
- Sourcing and identifying prospects and reporting all activity
- Participate in trade shows and exhibitions when required.
- Be a tenacious, ambitious, self-starting and technically minded sales professional.
- Successful candidates will have excellent communication skills together with a self-evident selling ability, the desire to succeed and the maturity and creativity to take responsibility for all activity within their territory.

Experience:

- A minimum of 2 years technical sales experience, ideally within the manufacturing industry.
- Proven track record of success within a similar role in a technical sales environment.
- Excellent networker and relationship builder.
- Excellent communication skills.
- Ability to understand operational and technical aspects of our customers business in order to propose compelling solutions.
- Ability to work in a fast-paced environment.
- Tenacious.
- Self-starter and a willingness to learn
- Full driving licence.

Salary range: £30,000 - £35,000 per annum