



Job Profile

Job Title:	Field Sales Engineer		
Department/Location:	Home based with extensive travel (primarily USA, some Worldwide)		
Reports to:	Head of Sales and Marketing		
Hours of work:	As required by the role, at least 37.5hrs per week		
Time in field	85%	Territory	Global

Summary of Position:

As a Field Sales Engineer our Buyers require a diligent and consultative guide to help reach technical understanding and ultimately the selection of our wet blast solutions. Through collaboration, consultation and support this role will take opportunities from and in co-ordination with the Business Development Engineers and continue progress the opportunities of new business until they reach their conclusion.

Working closely with the Business Development Coordinators (BDC) the person is expected to spend 85% of their time in the field, meeting with prospect accounts to help drive opportunities through the pipeline and sales process to eventual orders.

Given the high levels of travel and time in field expected, this role will suit an outgoing and adventurous person who is excited to meet new people and deliver exceptional service and experience to our Buyers.

Primary Responsibilities

1	Professionally secure new orders from new prospects all over the world;
2	Diligently progress all live projects in collaboration with the Business Development Coordinators;
3	Guide Buyers to make the best choices that match their needs with Vapormatt standard offerings;
4	Accurately maintain and update the sales pipeline within our CRM;
5	Leave no stone unturned and apply detail to the final specification stage;
6	Negotiate with confidence and detail to secure win-win contracts;
7	Achieve the required cadence and level of activity, as set by the Head of Sales and Marketing;
8	Quickly build rapport and relationships with prospects, colleagues and customers;
9	Proactively seek out ways to improve knowledge and sales skills;
10	Be comfortable working across all levels of hierarchy over multiple cultures and time zones;
11	Assist the handover process of new orders to the operations team as and when required;
12	Feedback to marketing on sales toolkits and provide constructive suggestion for improvements;
13	Adhere to company administration systems and policies;
14	Undertake specific projects/activities as requested by the Head of Sales and Marketing;
15	General Administration duties for as and when required.

Note: This job profile is not exhaustive and will be subject to periodic review. It may be amended to meet the changing needs of the business. The post-holder will be expected to participate in this process.

Personal Specification:

	Essential	Desirable
Qualifications & Training	<ul style="list-style-type: none"> • University degree at 2:1 or higher preferably in engineering or business; 	<ul style="list-style-type: none"> • Asian or European language skills; • Professional sales training.
Experience	<ul style="list-style-type: none"> • Proven sales experience; • Knowledge of the sales process; • An engineering / manufacturing background; • Complex Business to Business sales experience in an international market. 	<ul style="list-style-type: none"> • A surface finishing background; • Capital equipment sales; • Working with Agents and Distributors.
Qualities and Attitude	<p>Should demonstrate...</p> <ul style="list-style-type: none"> • A consultative ear with an eye for detail; • High levels of self-discipline and effective time management; • A tolerance to adversity and change; • Excellent listening skills and a Buyer led attitude; • Accountability for hitting goals and targets; • Charisma and an ability to quickly build rapport with others; • Desire and freedom to travel and be away for extended periods; • Ability to thrive in a team based sales process. 	<p>Can demonstrate...</p> <ul style="list-style-type: none"> • Flexibility within a dynamic environment; • How creativity has helped a Buyer; • Where critical thinking has been used to solve a problem; • Team working and supporting colleagues; • Strong negotiation and sales skills; • Culturally curious and aware; • Strong executive presence; • An ability to influence technical leaders.

Competencies:

Listening skills	Open and honest communication
Supportive behavior	A strong and fast paced work ethic
An appetite to take risks	

Prepared by:

Name:	Ryan Ashworth	Date:	31 st January 2022
Title:	Head of Sales and Marketing		