

Role : Sales Engineer/ Senior Sales Engineer

Company : Elliot Scientific Ltd

Availability : Now

Location : Hertfordshire (St Albans Office)

Status : Full-time (Mon-Fri)- office based

Salary : depending upon experience, Bonus, contributory pension scheme, health insurance after qualifying period.

Elliot Scientific, is an established photonics and equipment manufacturer and distributor based in the UK. We have an exciting opportunity for a motivated and successful Sales engineer to help us grow our own brand products and expand our distribution activities in the "Science-Tech." marketplace.

Reporting to the Director, this primarily technical-sales role, provides a varied range of responsibilities and activities such as market development, technical sales and direct sales duties. You will be working with customers to understand their requirements, develop a product proposal and to close the order. You should be familiar with modern sales processes and be able to develop and grow the sales pipeline through customer face to face visits, product demonstrations, email and phone contacts .

A strong background in optics, lasers, fibre-optics and microscopy, and an interest in customer focussed engagement are a requirement. With a pro-active and creative style you will become an important team member and be able to work autonomously on sales projects. There is scope to develop your skills and responsibilities within the role and progress within the company as we continue to grow.

Typical duties include :

- Direct B2B sales of photonics, opt-mechanics and systems
- liaise with and identify new suppliers and subcontractors to expand the portfolio
- Evaluate markets and white space opportunities
- Represent the organisation at scientific meetings and exhibitions.
- Manage customer technical-sales enquiries
- Install/ Demonstrate "systems" on-site in the UK
- Support our distribution network on technical/sales support
- Conduct product training with our supplier partners (UK and overseas).

You will need good PC skills (MS office/ and Labview/ Python or similar platforms preferred), good communication skills (English as a first language) and the ability to work to a deadline to deliver the core sales milestones are essential. If you feel that you have the drive, enthusiasm and skillset to match our requirements then we welcome your application for this exciting role.

Located in commutable reach of our new office in St Albans

Candidates must have a full clean driving license and be eligible to work in the work

To Apply : Please send a covering letter and CV to

recruitment@elliotscientific.com <https://www.elliotscientific.com/Careers>