

Field Sales Manager

Reports to: Sales and Marketing Director

Job Purpose

To manage and develop the Company's network of distributors and microscope manufacturers and achieve Sales target. The role will include business development and sales as well as product demonstrations to distributors, academics and researchers.

Key Interfaces: Distributor network, End customers, Marketing, Technical Support, CSR, Manufacturing & R&D.

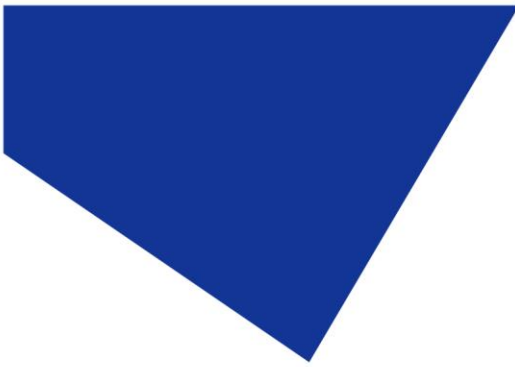
Key Tasks

- Develop & cultivate overseas distributors to ensure coverage in the allocated territory
- Establish effective business relationships with executive decision-makers in key and prospective accounts
- Prepare sales action plans & schedule sales activity
- Identify and develop product and market development opportunities
- Monitor competitors, market conditions and product development
- Forecast annual, quarterly and monthly sales revenue
- Acquire new business and manage and develop existing accounts

Key Skills

- Understanding / background in Life Sciences or Engineering
- Knowledge of Fluorescence Microscopy would be a benefit
- Proven technical Sales ability
- Experience of Commercial Sales process
- Good written and verbal communication and influencing skills
- Good presentational skills
- PC literate (MS Office, CRM etc.)

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Key Attributes

- Market and customer focus
- Willingness for international travel
- Dynamic, Enthusiastic and Progressive
- Fit into a small company culture
- Good relationship builder
- High Integrity
- Potential for growth within company

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