



Job Description Overview

Job Title

Technical Sales

Environment

For over 25 years Heber Ltd has been providing electronics design services to clients world wide. We specialize in developing real time electronic control systems for cost sensitive markets. Heber's services are utilised by a number of market sectors such as gaming, vending, white goods, industrial control and medical - any previous experience of these markets would be advantageous.

Heber is continually looking to develop its business and therefore has an exciting opportunity for a new dynamic technical salesman to further expand Heber's products and services.

The ideal candidate will have a good electronics or physics degree and previous experience of selling design consultancy services, excellent trouble shooting and communication skills, a willingness to expand and share knowledge and must be self motivated.

Purpose

The ideal candidate will develop an understanding of all the services that Heber can provide to customers. Using your experience you will be required to develop the sales for Heber's design consultancy business. You will be responsible for all aspects of the sales funnel activity from prospecting to account maintenance.

Key Tasks

- Lead generation and qualification
- Take customers through the sales funnel, customer relationship management
- Identify customer needs with reference to our skills
- Discuss problems, solution and opportunities with customers
- Drafting technical requirements, contracts and proposals that generate a income stream from customers

Key Skills

- Strong desire to continue with a customer facing role
- Excellent written and verbal communication skills (cold calling to rapport building)
- Organisation skills (good structured approach to managing customers through the sales funnel)
- Problem solving (apply experience and education to customers business)
- Business acumen (what's good business / bad business)

Key Performance Indicators

- Increase sales funnel activity
- Increase Heber revenue stream by greater than of 15% per annum

Salary

Salary is dependant on experience and skills.

Please email your application, including a copy of your CV to personnel@heber.co.uk.
Alternatively, post your application and CV to the address above.