

PMT is a European sales and Service Company, focused on selling highly specialised instruments. Our core market is the cleanroom industry including pharmaceutical, aerospace, automotive, hospitals etc. With a clear focus in sterile production facilities. Our market leadership is due to high quality and innovative devices and innovative support services.

We supply and service a range of Particle Counters, Microbial Samplers, Real Time Monitors and Ionisation equipment.

For this purpose, we are looking for a dedicated Technical Sales Engineer specialising in instrument sales within the sterile technology and microbiology industry.

The individual's main task will be increasing sales and market share of our instrumentation for the cleanroom industry. This includes solution oriented advice to existing customers and attracting new customers.

In order to be considered for this role you will need to be a skilled sales specialist and have experience ideally in instrumentation sales, life science sales or cleanroom industry sales along with a demonstrable track record. Since this role covers a wide range of activities from direct sales to business development, you will need to collaborate smoothly within a small sales team, yet be able to work independently without close supervision. In addition, the ideal candidate will assimilate quickly with new technologies in order to articulate them to customers in a competent manner.

It would be highly advantageous if you hold a scientific degree but it is not essential.

In exchange of your skills and expertise, the company offers a highly competitive package including a competitive salary, commission, full technical training, pension, and additional benefits such as laptop, mobile phone and company car.

Territory

South of England & Wales

Territory planning

Develops a go-to-market territory plan that includes target accounts, forecast and sales strategies

Prospecting & lead generation

Maintains and updates a list of target accounts and prospects including organizational charts on decision makers, influencers, support staff, etc.

Actively prospects across the install base and in new accounts to ensure that target opportunities are developed

Sales forecasting

Qualifies potential opportunities early in the sales cycle and manages the pipeline to ensure that opportunities are pursued in a timely way and bookings/revenue expectations are met

Provides realistic sales forecasts to management and communicates any significant changes or developments

Sales process

Executes complete selling process from opportunity creation/identification through contract closing

Prepares for each sales call and sets specific call objectives

Responds effectively to customer requests, resolves critical issues and meets all commitments in a timely manner

Communication

Must be able to communicate with various levels within the company from engineers to directors, feedback sales figures and forecasts, advice sales support staff for customer quotations, and discuss service issues with the service department.

Minimum requirements/qualifications:

It would be highly advantageous if you hold a scientific degree but it is not essential, a graduate degree in the bio-sciences or completion of graduate level coursework is desirable

2+ years proven track record of sales within or related to laboratory instruments, capital equipment, cleanroom industry, pharmaceutical or related industries

Ability to travel within the UK and overseas (a valid driver's license and passport without restrictions)

Effective communicator (both written and spoken)

Ability to represent the company to all levels within customer organizations, from director level to technicians

Be a highly self-motivated individual with good organizational skills as you will be home based

Be able to work independently without close supervision

Must be able to maintain strict confidentiality

Coordinate all issues with key clients between sales, service, support, customer services, marketing and finance

Work with speed, passion, and a can-do attitude

Listen and communicate actively

Salary Details

TBC