

New Business Technical Sales Engineer

Since the beginning of the industrial revolution the ocean has become increasingly more acidic due to uptake of atmospheric CO₂. Highly spatial and temporal monitoring of pH is becoming more and more important for ocean health. ANB Sensors Ltd, a SME based in Cambridge, UK have identified and filed multiple patents for a disruptive, enabling technology which allows for the measurement of pH in demanding aqueous media, such as seawater and drinking water, without the need for calibration. They have a clear route to market with strategic partners and potential licensees and are currently looking for a Technical Sales Engineer to drive growth of their commercialized sensors into multiple global markets.

Job Description:

ANB Sensors Ltd have ambitious growth plans over the next five years and are looking for a talented individual to support their product growth strategy in a full time Sales role.

The successful candidate will initially be responsible for:

- Meeting defined sales targets
- Prospecting; follow up and conversion of leads/enquiries
- Pricing, quotes and negotiation
- First level of response and customer support
- CRM updating
- Forecasting and budgeting
- Representing the company during industrial exhibitions and conferences
- Travel to customer sites to discuss sales solutions, demos, training

Skills and Experience

Personal Attributes:

- Drive and Energy
- Readiness to travel frequently (UK and international)
- Self-initiative
- Flexibility
- Responsiveness to requests from colleagues and customers
- Ability to handle disparate tasks
- Readiness to learn

Essential Experience:

- Two or more years of work experience in sales of technical products, preferably in the field of chemical sensors/water industry
- Business development or science/engineering degree
- Organised; used to working autonomously and taking the initiative
- Excellent communication skills required with a focus on customer interaction and sales
- Strong motivation and results oriented focus
- Team player

As part of a fast-growing company, you will be expected to have an all-hands-on deck attitude to work, your role and responsibilities will be dictated by the business needs and will, at times, be outside of those detailed above.