

Semmmco Life Protection Systems is looking for an exceptional Sales Executive. Key to the role is good knowledge of the health & safety industry, relevant industry standards and best practice for the company's products. We are looking for someone that is energetic, driven and great at building relationships.

Job responsibilities:

- Promote the Company's range of products.
- Agree targets with General Manager, set in place system methodology to achieve agreed sales and profit targets.
- Plan and ensure regular customer contact/visits with existing and potential customers within the designated market sectors whilst establishing key contacts.
- Identify new market sectors, customers, and business opportunities.
- Taking customer calls, sales/web enquiries and responding to customer needs as required.
- Liaising / collaborating with training providers to help promote our products.
- Prepare and follow up on customer quotes.
- Maintain customer records, provide regular and comprehensive reports to management on market conditions, buying objections, buying trends, marketing effectiveness, and product feedback.
- Plan, prepare and attend exhibitions as and when required.
- Prepare and present sales presentation and product demonstrations both internally and to customers / potential customers.
- Provide product training for customers.
- Provide sales support regarding costing and estimation of projects and tenders as the business needs require.
- Assist Sales colleagues across the business when required, with key account UK customers either through visits or entertaining.
- Assist with reports and information market sector and customer related information appertaining future business planning. Prepare monthly progress and outstanding quotation reports and presentations.
- This role covers the whole of the UK and Ireland therefore it is essential that you have a driving licence and are willing to travel extensively.

Job Types: Full-time, Permanent

Salary: £30,000.00 to £40,000.00 per year

To discuss the role please contact:

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