



ESI Technologies Group, part of the Indutrade Group, is the leading supplier of Process Equipment & Engineering Solutions into the Pharmaceutical, Chemical and Biotechnology Industries in Ireland & UK. The continued expansion of our UK Sales Operations (based in Cwmbran) has resulted in the requirement for the following positions:

1) Product Specialist UK North/West

Our wide range of products include valve & actuation, bursting discs, pumps, heat exchangers, skids, vacuum, instrumentation, tank & process equipment, insulation, tubing & fittings and filtration, and life science (non-metallic) devices.

The role will maintain responsibility for managing existing relationships and developing new business across the ESI Technologies Group portfolio, to deliver customer requirements around supply, quality and new product introductions. This role will report to the UK Sales Director and will collaborate with colleagues across the team in ESI internally as well as the external sales team in ESI.

Duties of the role include:

- Plan / set up and carry out customer visits to make them aware of the products / help solve problems.
- Calls based on Quote Follow up, Key Accounts list & Strategic planning tools (VBCE).
- Develop and maintain relationships with customers at all levels to ensure optimum customer satisfaction.
- Record all visits and action points on companies CRM system.
- Grow Sales across in the UK market based on products assigned.
- Hit Product Sales Targets.
- Ensure Quotes are issued in line with customer's expectations.
- Work as a team – with both other product specialists in the field & weekly meeting with Internal team.
- Manage Supplier Relationships.
- Become Technically Proficient on ESI Products through Internal training programs & Factory visits.
- Contribute toward development of the company's product range based on analysis of the market, the environment and consumer / competitor trends.
- Identify emerging trends and develop new product opportunities to increase company market share.
- Work on the buying and marketing strategy development with the 'Digitalisation' team with customer satisfaction and ecommerce as its focus.
- Record and analyse data in relation to competitive threats and opportunities – identify the needs of products both on a long and short-term basis.
- Deliver customer trade shows and product events.
- Work to identify projects and build information to track and share as a team.
- Ability to provide technical support to customers and present potential applications of our range of product.

Ideally the candidate would possess the following Qualifications/Education/Experience:

- Tertiary Qualifications – Preferably Technical Experience in a Business Development / Sales Environment would be a distinct advantage.
- Relevant Industry experience with process equipment / providing technical solutions would be beneficial – Process Engineering Knowledge a plus.
- Experience working with similar customers.
- Experience in similar role - Proven sales track record would be a distinct advantage.
- The successful candidate needs to have focus on the commercials, i.e. revenue and profits levels.
- Full clean driving license.

Knowledge & Skills:

- Ability to close the full sales cycle from lead identification / generation to winning the business.
- Sell Value over Cost (All our Equipment is best in Category so will typically cost more).
- Ability to develop customer relationships with key influencers and decision makers at all levels.
- Excellent time management skills and ability to manage your diary effectively and work autonomously.
- Excellent sales, negotiation and presentation skills.
- Resilient, resourceful with a solutions mind-set.
- Proactive, flexible and results focused.
- Excellent problem solving/analytical skills.
- Ability to relate to the people at all levels throughout the company.
- Honest, ethical with high performance standards.
- Excellent verbal and written communication skills with a positive and confident attitude.
- A "self-starter".
- Generate Business from Prospects – Creating value.
- Strategic planning to penetrate accounts.
- A strong team player with a flexible approach.

This is a great opportunity for a highly motivated sales orientated person to join our company with a focus on supporting our UK business & being part of a growing team.

Remuneration package is commensurate with experience.

Applications in writing to:

The HR/Training & Development Manager, hr@esitechgroup.com. Replies only provided to those who are shortlisted.