

Area Technical Sales Manager

Optical Inspection & Metrology Sales

The role

An exciting new opportunity has arisen, for a dynamic, ambitious individual, centred around the latest innovative optical metrology technology. This is a key role within a growing organisation for the successful candidate to rapidly progress their career. Responsible for all aspects of sales into industry of optical inspection and metrology equipment in the UK, from application qualification to point of sale, configuration and training with end user.

Optimax are exclusive UK sales and service agents for a number of metrology manufacturers. As a key member of our sales team, and reporting to the Sales Director, you will be responsible for technical sales within a defined geographical area. The role will require you to understand new products and applications, and with our marketing department to coordinate the promotion of the products and technology. It will involve around 3 days per week on the road and you will be expected to cover exhibitions and attend supplier training as required.

Key responsibilities

With training and support from the company, the job role will ultimately comprise of the following:

- Responsible for all aspects of the sales process for products and services, meeting with customers at their premises and ours and delivering product demonstrations.
- You will need to develop a thorough understanding of the technologies we offer and the applications to which they are suited so that you can quote for and deliver appropriate solutions.
- You will learn how to be able to explain the technical and commercial justification for your solution and deliver user training.
- Business Development, working with in-house telesales to generate leads.
- Regular contact with the company's marketing department to assist in the promotion of the products and technology and you will be expected to attend exhibitions and tradeshow to demonstrate our products and generate sales leads.
- Application work to support the sales process.
- Target driven objectives with commission structure linked to results.

The candidate

We are looking for a dynamic technical sales person with a background in selling capital equipment into the engineering and technical markets. Full training will be given on the specifics of the products but familiarity with our target markets will be a significant advantage.

Essential for this role:

- A track record of technical sales success and a drive to win orders
- Interest in our products and supporting technology
- Excellent communication skills
- Ability to quickly understand customer requirements and identify suitable products
- IT skills sufficient to set up demonstrations and discuss integration of instruments with customer systems
- Full driving licence

What we offer

- Competitive salary and commission
- A benefits package including a car and company pension scheme
- Modern, purpose built office and showroom facility
- Varied and stimulating work
- A supportive team and environment

The company

Optimax supply, service and calibrate video and optical microscopes, endoscopes, non-contact measuring instruments, force measurement and surface analysis equipment across the country. Applications are diverse and involve delivering inspection solutions to many industries including aerospace, automotive, electronics, general engineering and academia for use in production, development and research environments. We love to talk metrology.

We welcome the opportunity to discuss the role and our expectations. If you would like to speak to us before applying, please call Lisa Bonczyk on 01858 436940.