

Job Title: Technical Sales Engineer

Department: Sales & Marketing

Reporting to: Managing Director

Job Type

Full Time, Permanent
Potential 50% travelling, 50% on site

The Company

Scintacor is a world leader in scintillation materials for medical, industrial and security applications, based in Cambridge, UK.

The company has circa 40 employees and is part of the Tibidabo Scientific Industries group of companies.

There is an opening for a Technical Sales Engineer to drive the continuing growth of the company.

Overview

The role holder is key to driving the growth of our business through identifying and winning new business opportunities.

The role holder can expect to be a part of technical discussions and applicants must possess a dynamic and application driven approach to the sales process. To support this, we expect that they will hold a relevant technical degree and have sales experience.

Key Responsibilities

Order in-take

- Drive our customer focussed activity to increase orderbook, in line with agreed budgets
- Identify and nurture new opportunities, through analysis and networking of markets, customers and competitors
- Represent the company at industry events, trade shows, and conferences to enhance brand visibility and identify opportunities.
- Organise and attend suitable exhibitions, conferences and demonstrations

Customer Relationship Management:

- Build and maintain strong relationships with key clients and stakeholders.

- Oversee customer satisfaction and resolve escalated issues effectively.
- Timely professional responses to customer and distributor enquires
- Promote and support products to ensure that customers receive a high quality of customer service

Cross-Functional Collaboration:

- Work closely with other company functions to ensure customer needs are met and knowledge is shared with the wider team

Personal Specifications

| Factor | Essential | Desirable |
|---|----------------------|-----------------|
| Qualifications <ul style="list-style-type: none"> • Educated to degree Level in Physics, Engineering or other relevant technical discipline • Relevant PhD in Physics, Engineering or other relevant technical discipline | Y | Y |
| Experience <ul style="list-style-type: none"> • Technical sales • Distributor Channel Management & Development • Some experience of Export control • A proven record as a team player who has the ability and confidence to work on own initiative and independently when needed • Experience in relevant applications. For example: X-ray imaging | Y Y | Y Y Y |
| Knowledge <ul style="list-style-type: none"> • Understanding of imaging and applications • Development of sales and marketing plans | Y | Y |
| Skills & Abilities <ul style="list-style-type: none"> • Read and interpret specification & technical documents • Excellent verbal and written communication skills • Data Analysis and presentation • Strong IT skills and use of Microsoft Office & CRM systems | Y Y Y Y | |
| Personal Qualities <ul style="list-style-type: none"> • Strong problem-solving skills • Excellent personal organisation • Dynamic, positive, enthusiastic and possess the ability to think laterally and act through reasoned decision making | Y Y Y | |

Benefit package

Base salary in the order of £60,000 per annum depending on experience
Up to 30% annual performance related bonus depending on targets met
Company benefits, including 6% pension contributions and health insurance.