

CSS CAREERS

TECHNICAL SALES MANAGER

📍 WALSALL, UK

Delivering reliable solutions for complex subsea challenges, everyone at CSS plays an essential part in maintaining critical offshore connections for oil and gas operators worldwide.

We are looking for talented individuals to join the CSS team!

JOB ID #0110

RESPONSIBILITIES & TASKS

- Working with customer specifications and commercial requirements, co ordinate the input of multiple CSS resources, produce and submit highly professional technical sales bids
- Manage the accurate product-costing and pricing of bids to ensure a competitive proposition
- Represent CSS in meetings and on-line conferences with customer engineers and commercial personnel
- Use technical understanding to answer client queries and promote product benefits, vs competitors
- Manage process of customer service from initial enquiry to order placement, including clarification process
- Develop productive relationships with key clients, partners and agents in order to generate enquiries and repeat business
- Registration / logging / ongoing management of enquiries into company CRM systems
- Monitor live enquiries and maintain data for use in sales forecasting
- Supporting marketing by attending trade shows, conferences and other marketing events
- Provide support to other sales staff, and assist flow of sales information to other CSS departments

REQUIRED BACKGROUND

- A minimum of 5 years' proven sales experience in any technical product range or market, or convincing proof of sales ability in the absence of minimum experience

- An educational background, (likely to degree or equivalent level in a technical subject) which demonstrates an ability to understand and interpret mechanical products, materials, specifications and technical documents
- Experience of dealing with overseas customers and an understanding of the cultural differences which affect the sales process
- Proficient with MS Office applications (Word, Excel, Outlook, PowerPoint and Project)

PERSONAL PROFILE

- Highly enthusiastic and energetic, motivated by the sales environment and winning business ahead of our competition
- Confident, prepared to challenge colleagues and partners in order to ensure best outcome for CSS
- Ability to work as part of a team, but to operate independently as required.
- Strong written and oral communication skills – ideally experience with customers for whom English is not first language
- The ability to work quickly and efficiently with a high degree of detail and accuracy
- Keen to learn new skills and to assist and train others
- Flexible, adaptable in approach to work

JOIN OUR TEAM!

APPLY FOR THIS VACANCY BY VISITING [CSS CAREERS](#) AND SUBMITTING YOUR CV USING THE APPLICATION FORM AT THE BOTTOM OF THE PAGE

CONNECTOR SUBSEA SOLUTIONS

Head office: Kokstadflaten 17, 5257 Kokstad, Norway
Locations in: UK, Croatia, Bosnia & Brazil