

CSS CAREERS

SALES EXECUTIVE

WALSALL, UK

This is a developmental sales role with CSS UK, based in Wednesbury, West Midlands, focussed on the pipeline repair connector, clamp and associated products business, dealing directly with major international oil and gas clients and their major contractors. Initially, the holder of this role would be office-based, learning to work with all members of the sales, engineering and projects teams to drive the sales process from initial customer RFQ through to securing the business and its handover to the projects team.

Key to this position is the desire to develop into an external customer-facing sales role

Job ID #0128

🕑 RESPONSIBILITIES & TASKS

Working with customer specifications and commercial requirements, help co-ordinate the input of multiple CSS resources, produce and submit highly professional technical sales bids.

Working on 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.

Liaise with clients and CSS personnel with post-bid support, including technical and commercial clarification process.

Develop productive relationships with salespeople, partners and agents in order to generate enquiries and repeat business.

Administrative tasks, such as registration / logging / ongoing management of enquiries into company CRM systems, opportunity updates, chasing up clients etc.

Monitor live enquiries and maintain data for use in sales forecasting

REQUIRED BACKGROUND & SKILLS

- A minimum of 1 years' proven experience in a sales environment, ideally within a technical (mechanical) product range or market, or convincing proof of sales ability in the absence of minimum experience.
- A strong educational background, (most 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.

- Ability to deal with customers and an appreciation of the cultural differences which affect the sales process.
- Proficient with MS Office applications (Word, Excel, Outlook, PowerPoint and Project)

PERSONAL ATTRIBUTES

- Highly enthusiastic and energetic, motivated by the sales environment and winning business ahead of our competition.
- Confident and determined.
- Organised and able to manage a varied workload.
- 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.

🛅 GENERAL

- With satisfactory progression, this role would develop into one involving travel both nationally and internationally.
 - The role is office based.

JOIN OUR TEAM!

APPLY FOR THIS VACANCY BY VISITING <u>CSS CAREERS</u> AND SUBMITTING YOUR CV USING THE APPLICATION FORM AT THE BOTTOM OF THE PAGE

CONNECTOR SUBSEA SOLUTIONS

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