



ENVIRONMENTAL TECHNOLOGY

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Job Description / Person Specification

Table with 3 columns: Department, Company, Job Ref No.; Reporting to, Location; Job Holder's Name, Signed, Date; Manager's Name, Signed, Date.

1. Job Purpose

Manage an existing regional customer base through the development of the necessary intrinsic business relations.

Secure and build upon the current business revenue through the identification and conversion of new sales opportunities.

Identify, target, and convert new business and account opportunities.

Maximising the region's opportunities for overall development and sales revenue growth sales in line with budgetary commitments.

Promote the AESSEAL reliability philosophy in support of our customers' drive for improved reliability.

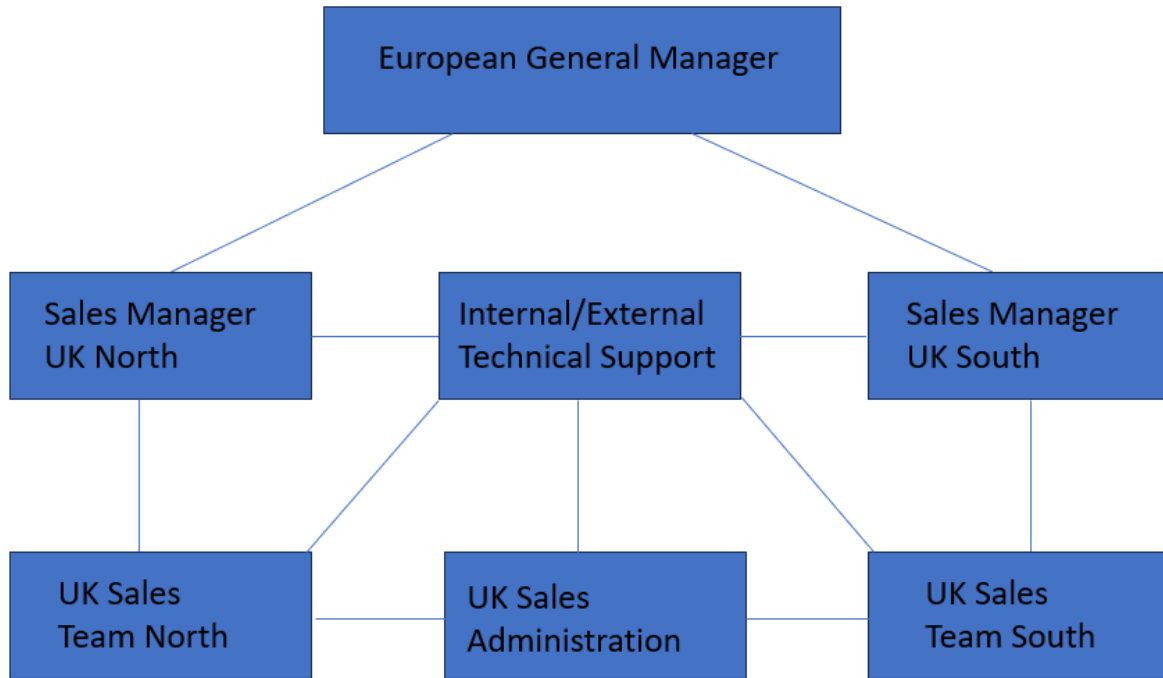
Sell a large range of rotating equipment reliability supporting products, such as but not limited to, Mechanical Seals, Mechanical Seal Support Systems, Bearing Isolation and Packing.

2. Job Dimensions

- 2.1 Build new customer portfolio and revenue streams.
2.2 Increase sales within current customer base
2.3 Manage existing accounts varying in size, complexity, and industry.
2.4 Regional analysis including but not limited to, competitor analysis, new business identification, industry trends.
2.5 Business travel and overnight stays is expected.
2.6 Autonomous working



3. Organisation Chart:



4. Principal Accountabilities

- 4.1 Achieve or surpass agreed budget expectations.
- 4.2 Increase sales revenue within a given customer base, supporting organic sales growth.
- 4.3 Manage and subsequently build upon existing customer relations.
- 4.4 Gain market share from competitors to establish AESSEAL's UK industry preferred status.
- 4.5 Establish a strong and well-defined customer and contact network, using all available tools including social media.
- 4.6 Open and build new accounts in the designated territory.
- 4.7 Assist customers to increase their MTBF through reliability-based product selection.
- 4.8 Technically support customer with product selection and basic technical trouble shooting.
- 4.9 Maintain / update CRM systems to support business and sales process and functions.
- 4.10 ROI and Case History supporting activity.
- 4.11 Liaise regularly with the UK sale team on common sales initiatives.
- 4.11 Provide visible sales planning through opportunity and target pipeline management via CRM.
- 4.12 Bridge the external sales teams and central plc activities to ensure efficient and productive relationships on all aspects of sales, engineering support and customer service.
- 4.13 Complete all sales reporting function.
- 4.14 Work closely with our marketing department to help generate sales.

N.B this list is not exhaustive, the job holder is required to carry out all reasonable tasks within his/her level of skill and ability.

5. Additional Requirements

- 5.1 Must be prepared to travel throughout the region and other areas of the UK when required, for both business and training purposes, with overnight stays when required.
- 5.2 Actively take part in the AES in-house continuous training programme.
- 5.3 The role requires the candidate to be able to drive.
- 5.4 Have a **positive attitude**, with the resilience to strive for personal success while being a team player to help the UK sales team achieve budget.
- 5.5 Be very **energetic, tenacious**, and enjoy new challenges, where the **desire** and **drive** come from within.

5. Skills, Knowledge and Experience

Criteria	Essential	Desirable
Qualifications / Education	<ul style="list-style-type: none"> • Current full and clean driving license • GCSE grade 4 + in Maths and English (or equivalent) 	<ul style="list-style-type: none"> • Mechanical Engineering Degree or high-level qualification • Technical apprenticeship served. • Recognised sales training
Skills & Knowledge	<ul style="list-style-type: none"> • Technical sales experience • Sound mechanical / technical aptitude with regards to rotating equipment fundamentals • Proven history in external customer facing role. • Ability to demonstrate a proven and successful track record in sales. • Excellent communication skills both written and oral • IT Literate • Competent in the use of Microsoft Office packages • Ability to prioritise work and manage projects. • Excellent negotiation skills • Ability to demonstrate an understanding of company forecasting and budgeting process 	<ul style="list-style-type: none"> • Understanding of the mechanical seal market and its supporting products • Understanding and knowledge of opportunities within the region • Have knowledge and experience with rotating equipment, both practical and theoretical
Experience	<ul style="list-style-type: none"> • Proven record of achieving challenging targets • The ability to work autonomously. • Experience of working within an engineering environment 	<ul style="list-style-type: none"> • Experience of ROI selling • Proven record of achieving sales targets • Experience with contract negotiation

	<ul style="list-style-type: none"> • Experience of working within a sales environment 	<ul style="list-style-type: none"> • Experience within a sales / procurement environment • Experience in the use of a CRM sales supporting system
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Character	<ul style="list-style-type: none"> • Effective communicator • Focussed and driven to succeed. • Desire to provide exceptional customer service. • Eager to assist in the continuous improvement of the organisation. • Ability to promote, embrace and manage change. <p>Live within the Sales Geographical Area.</p>	
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