

## **Senior Technical Sales Support FES213**

My client is the market leader in the provision of bio-decontamination equipment and services based on hydrogen peroxide vapour low temperature residue free technology. Their systems and services are used in hospital, pharmaceutical, biotechnology, laboratory and biomedical research applications. Their technology has recently been approved by the Department of Health in the fight to control the hospital-acquired infections such as MRSA.

This companies business is growing rapidly in UK, Europe, North America and in the Far East. Due to further expansion a vacancy has arisen for the position of Sales Support Manager within our decontamination equipment sales team.

### **The Role:**

Reporting to the Head of Clarus Sales this position involves preparation of technical solutions for clients and distributors, ensuring structured follow up of leads and providing sales support for our sales managers.

The position therefore involves applications engineering for our products and strong commercial support of our sales activities.

The position offers a unique opportunity to develop this critical sales support position within our highly competent team of specialist and to progress within our organisation.

### **Qualifications:**

Suitable candidates will have a degree qualified engineering or scientific background, ideally with some experience in the life sciences sector. A strong technical grasp is important and full training in our technology, products and applications will be given. Sales experience would be helpful but more important is a strong commercial awareness to maximise our opportunities. There will be a close working relationship with other members of sales and business development teams including our bio-decontamination service.

### **Attributes and Skills:**

Candidates must be high achievers, professional, confident and outgoing, assertive and able to develop good relationships with sales organisations and clients at all levels. Communication to a high standard is pre-requisite. Candidates should be self-starters and able to work with minimal supervision.

### **Salary:**

£30 – 35k DOE