

Sales Executive - Job requirements

Solus Scientific manufactures highly efficient testing systems for the food safety industry. Our systems test for the presence of pathogens or allergens in foodstuffs and provide rapid identification of raw meat species in foods. Using proven technology that is simple, practical and affordable, our automated immunoassay tests are easy to implement yet produce rapid results. Ultimately, we supply the tools that protect the reputation of thousands and the health of millions, all over the world.

We are looking for a Sales Executive to cover a Northern UK territory, home based with extensive travel to customer sites.

The candidate must be client focused in their approach to sales and be able to provide evidence of this through previous and current employment. A self-starter and clear understanding how to grow revenues quickly are key skills that we are looking for.

Solus is a growing business and we are looking for someone with a desire to contribute to this growth. Opportunities will be numerous for the successful candidate, based on performance, with the ability to take on more responsibility as the revenues increase. The ability to work alone is imperative whilst the business continues to expand and invests in its infrastructure and portfolio.

Remuneration package will be dependent on experience with the opportunity to earn significant bonus and includes car/car allowance, laptop and phone.

Key activities:

Promote and sell products within current portfolio within the designated territory. Achieve monthly, quarterly and annual sales targets. Manage key accounts within the territory, while increasing sales across the territory through active prospecting.

- Maintain company standards without needing day to day management
- Project a professional image of Solus Scientific Solutions
- Excellent presentations skills
- Good interpersonal communication skills
- Good written communication skills
- Share ideas and help colleagues
- Maintain positive attitude with other team members
- Identify problems and create solutions to overcome them
- Excellent record keeping and data collection
- Good analytical skills
- Excellent planning and organising skills

- Highly competent with – Microsoft Office, Excel, Word etc
 - Demonstrates good initiative and enterprise
 - Excellent hard work ethic
- Knowledge of Sage/CRM - preferable or similar but not essential

Key skills and experience:

A strong immunology background preferred, ideally microbiologist with experience in food pathogen testing. You must hold a technical or business degree and have a proven track record in field-based sales.

You must have a consultative approach, able to listen and understand a client's needs to be able to develop the sales process.

Proven analytical problem-solving skills in troubleshooting software, instrumentation, microbiology and data.

Outstanding candidates who have fully researched the role and want to take that first step from the Food Laboratory to a commercial role will be considered.

The role will require extensive travel in the UK and may include extended periods working at customer sites.

www.solusscientific.com

<https://www.linkedin.com/company/solus-scientific>

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