

Job Description

Job Information

Job Title	Technical Sales Representative
Business	Lloyd Worrall
Working Hours	Mon-Fri, 08:00-17:00

Job Summary

To identify, develop and close profitable sales opportunities for the company, through developing excellent external customer relationships and provision of technical support.

Typical Tasks & Activities

- Target key architects and develop strong relationships to develop specifications of architectural ironmongery, door sets, balustrades and security products
- Identify through effective communication with customers details of specific projects: budget, timescales, product requirements, alternatives, competition
- Identify and follow up with key decision makers on projects and develop strong relationships to influence decisions
- Gain information of competitor quotes to compare and identify key differences and or value engineer more price effective solutions
- Deliver CPD's to architects as a way of promoting the services and skills of Lloyd Worrall
- Identify where wider group, regional or national opportunities may occur and liaise with line manager about how these may be progressed
- Use relevant internal IT and processes (CRM) to help prioritise work load and remain fully updated at all times
- Be accountable for the conversion of enquiries in to sales orders at appropriate margins
- Liaise with estimators and provide any information required to maximise conversion rates
- Pre-qualify all enquiries and provide key information to the estimating team to aid with quote preparation
- Ensure live projects are tracked in real time to ensure they are secured
- Be prepared to support other areas of the business as required

Skills & Experience	
<p>Essential:</p> <ul style="list-style-type: none"> • Previous sales experience and working towards targets • Self-motivated • Methodical and organised in your approach • A high level of accuracy and attention to detail • Good communication skills 	<p>Desirable:</p> <ul style="list-style-type: none"> • Previous experience in the industry

Our Winning Ways
<p>We have 6 Winning Ways, here's how they relate to this role:</p> <p>Know Your Stuff – Keep your product knowledge up to date</p> <p>Don't Walk Past a Problem – Ensure the Warehouse is a safe place to work</p> <p>Find a Better Way – Be open to new ideas and doing things differently</p> <p>Build Trust – Keep your word and deliver on your promises</p> <p>Team up and Beat the Competition – Work well with members of your team</p> <p>Be our Customers' Favourite – Ensure that customers are your priority</p>