



## JOB VACANCY

# Sales Development Co-ordinator

## Fordingbridge

We are currently looking for an enthusiastic, confident, customer focussed individual who is interested in developing sales opportunities with new and existing customers, to generate growth for our FilesThruTheAir® team. Our FTTA team offers a range of monitoring products including wireless data logging sensors with remote cloud management to industries including medical, healthcare, food and facilities management.

### Duties to include:

- Researching prospects and generating leads, actively driving sales activities, planning approaches and pitches to win orders.
- Contact potential and existing customers in person, by email and on the phone, and handle customer questions and inquiries competently.
- Prepare and deliver appropriate presentations on products and services, build good working relationships with customers and meet with them as needed.
- Maintain a consistent stream of new sales opportunities.
- Deliver quotes and actively follow up on them, gather feedback from customers on prospects and share with the team.

### The ideal candidate will have/ be:

- 3+ years in a similar role with a proven track record in a customer facing sales role.
- Experienced in outbound cold calling, emailing and online research techniques, to generate sales leads.
- A confident personality, possessing the necessary skills to succeed in this challenging environment.
- Excellent communication skills, both verbal and non-verbal.
- Friendly and professional attitude when dealing with colleagues, customers and suppliers.
- Computer literate, with the ability to use all aspects of MS Office.
- The ability to adapt to change and meet deadlines, whilst remaining calm under pressure.
- Self-motivated and able to work unsupervised.
- Willing to undertake any training relevant to the role.

### Benefits

- Working hours: 8:30am - 5pm Monday to Thursday, finish 4pm Fridays (37.75 hrs per week)
- 28 days holiday inc. Bank Holidays, entitlement increases after 2 years
- After 8 years working for Corintech, paid one month sabbatical
- Training
- Free fruit
- Freshly ground coffee
- Competitive salary, depending upon experience

Corintech is a non-smoking company

If this role appeals to you and you wish to find out more information please **contact: [personnel@corintech.com](mailto:personnel@corintech.com)**