



## JOB VACANCY

### Technical Sales

### FilesThruTheair (Part of Corintech Ltd)

Fordingbridge, Hants, UK

Corintech is a leading manufacturer of cutting-edge IoT and cloud-based data-logging technologies. We are seeking a highly motivated Sales Person to join our team and help us continue to drive growth in this exciting and rapidly-evolving industry.

To excel in the technical sales role at Corintech, you will need to have a combination of technical knowledge, sales experience and the ability to communicate effectively with both technical and non-technical customers. In this role, you will be responsible for developing new sales opportunities, building and maintaining relationships with customers, and negotiating and closing sales. You will work closely with our engineering and marketing teams to feedback market requirements for future products.

#### Key Responsibilities:

- Build and maintain relationships with customers and distributors through regular communications including face-to-face meetings.
- Respond to incoming and internally generated sales leads in a timely manner.
- Understand customer needs and requirements and provide solutions through our IoT data-logging products.
- Prepare and deliver sales presentations and proposals, including technical presentations and demonstrations.
- Stay up-to-date with industry trends and developments.
- Collaborate with the engineering teams on new product development to help define our next generation of devices.

#### Requirements:

- Experience in technical sales would be beneficial.
- Keen technical understanding and the ability to learn and absorb product specifications.
- A results-driven self-starter able to achieve sales targets.
- Strong communication and interpersonal skills.
- Ability to think strategically and identify new sales opportunities.
- Strong attention to detail and ability to multitask.
- Experience with CRM software and other sales tools.
- Full UK driver's licence, UK travel required.

If you are a self-motivated individual with a passion for sales and technology, we would love to hear from you.

- Competitive salary.
- Generous annual leave.
- One month's paid sabbatical every six years.
- Professional development opportunities.
- Fun, collaborative work environment.

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

**Corintech is a non-smoking company**