



JOB VACANCY

Technical Sales

Location – Fordingbridge

Are you passionate about driving business growth and building strong relationships with clients? Do you thrive in a dynamic and innovative environment? If so, we have an exciting opportunity for you to join Corintech, a cutting-edge electronics manufacturer, in a Technical Sales role.

At Corintech, we specialise in designing and manufacturing innovative electronic solutions for a wide range of industries, including gas detection, automotive, aerospace and telecommunications. Within the Technical Sales position, you will play a key role in expanding our market presence and driving the growth of our business – for the right person, this position offers the opportunity for an accelerated path into management.

Responsibilities:

- Generate and qualify leads through various channels, including exhibiting at trade shows
- Develop and implement strategic business development plans to drive revenue growth and increase market share.
- Build and maintain strong relationships with prospective and existing clients, acting as a trusted advisor and understanding their unique requirements.
- Collaborate with internal teams, including engineering, production, and marketing, to ensure successful execution of projects and customer satisfaction.
- Prepare and deliver compelling presentations and proposals to prospective clients, showcasing Corintech's capabilities and value proposition.
- Negotiate contracts and close deals, ensuring mutually beneficial terms and conditions.
- Track and report on sales metrics, providing regular updates to management on business development activities, pipeline, and revenue forecasts.
- Stay up-to-date with industry trends, technological advancements, and competitors' activities to identify new opportunities for growth and innovation.

Requirements:

- Proven track record of success in business development or sales roles, preferably in the electronics manufacturing industry or a related field.
- The ability to understand and communicate technical concepts effectively.
- Excellent interpersonal and communication skills, with the ability to build rapport and negotiate at all levels of an organization.
- Self-motivated and results-oriented, with a proactive approach to identifying and pursuing business opportunities.
- Ability to work independently and collaboratively in a fast-paced, team-oriented environment.
- Strong analytical and problem-solving skills, with the ability to think strategically and develop innovative solutions.
- Proficient in using CRM software and other sales tools to manage leads, opportunities, and customer relationships.
- Willingness to travel as required to meet with clients and attend industry events.

Join Corintech and be part of our dynamic team that is shaping the future of electronics manufacturing. If you are a driven and innovative professional with a passion for business development, we want to hear from you!

- **Salary: up to £35,000 per annum depending on skills and experience.**
- **Working Hours: Monday to Thursday 8.30am to 5pm and Friday 8.30am to 4pm**
- **Holidays: starting entitlement of 22 days plus Bank Holidays increasing each year to a maximum of 28 days plus Bank Holidays.**
- **Sabbatical: one month paid sabbatical after 6 years.**
- **Job Types: Full-time, Permanent**

Please note that Corintech is a non-smoking/non-vaping company.

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