



Hellma is an owner-managed family business with over 400 employees worldwide and four production sites. With over 95 years of experience in the core areas of laboratory and process measurement technology and a provider in spectroscopic analysis.

Area Sales Manager

YOUR GOAL. Application-orientated consulting and sale of products requiring explanation in the future market of optical measurement and analysis technology for process automation and laboratories as well as independent processing of your sales area.

YOUR RESPONSIBILITIES.

- The applicant will provide technical and consultative sales, matching customer requirements to our products and solutions.
- Your input into strategy, setting objectives and working to a business plan will be key to growing the business.
- Your customer centric ethos will be supported by identifying, and pro-actively contacting, new and existing customers.
- The establishment and maintenance of customers through on-site visits, with technical and sales support by phone and email, webinars and attendance at local and overseas exhibitions will be routine requirements.
- Hands-on management of the entire sales process, from prospecting to post-sales support, with a high degree of autonomy will be required.
- Developing new applications together with the customer and providing support for the resulting projects.
- Local marketing and promotional activities, including working with social, business and industry specific media.

YOUR QUALIFICATIONS.

- The position requires education to degree level, with a focus on chemistry or process engineering
- Whilst qualifications are preferred, experience in a similar technical position would be considered.
- Practical experience of the following business channels would be an advantage; the B2B sales of technical products, B2C sales to a broad range of customers in science, technology and healthcare, OEM sales of custom designs to scientific equipment manufacturers and/or of standard products to Systems Integrators.
- An ability to understand and interpret 2D/3D technical drawings of mechanical and optical components.
- Familiarity with a customer relationship management system and dedication to using it as a key resource to drive and control the sales process.
- A willingness to travel throughout the UK and Ireland and to Germany as required
- A friendly and outgoing personality that can bring enthusiasm and experience to a small UK team

WE OFFER. A varied and exciting role which both encompasses SME values with being part of a larger worldwide organisation. The successful applicant will receive full training at our Head Office and will have the support of a complete technical team at each manufacturing facility. The role gives the possibility to be involved in the strategy of the UK and independently allows the freedom to make the role your own.

We look forward to receiving your application – please send to carolyne.ockendon@hellma.com