

Title:	Sales & Support Manager
Location:	Chalgrove, South East Oxfordshire
Salary:	approx. £30,000. (+bonus scheme).
Usual Hours:	9.00am – 5pm (half day Fridays) with flexibility.
Holiday:	5 weeks + Public Holidays

Swale Technologies is a distributor of scientific instrumentation and equipment for underwater applications to both academic and commercial customers. Our markets include environmental monitoring and research, renewable energy, marine mammal monitoring, surveying, coastal engineering, offshore oil & gas and ports & Harbours.

Products range from high precision sensors measuring dissolved gases, acoustic noise recorders, autonomous vehicles and telemetry equipment, to the more mundane hardware. We've been operating for over 30 years, representing manufacturers from around the world to our customer base, predominantly in the UK and Ireland.

We are looking to hire an affable "all-rounder", able to pro-actively promote our product range and provide scientific / technical support to our varied customer base in the marine science, environmental, renewable energy and surveying sectors. This role would suit a candidate who is looking to progress their career in a diverse and interesting field and will be integral to the development and future of the company. Whilst primarily being office based, there is the opportunity to travel domestically and overseas to support marketing campaigns and trade shows. The role can be tailored according to the candidate's abilities and strengths, and it is expected that they will eventually become key to the running of the business, with commensurate earnings.

The post would be based at our office in a rural setting at Chalgrove, SE Oxfordshire (but with flexibility possible in the future). There's a café on the business park and exercise facilities with a pond and garden area are adjacent. There's convenient parking, a cycle shelter, and bus routes run nearby.

Job Functions:

We are a small company looking to grow and the successful candidate would grow with us. Therefore the role entails a variety of responsibilities, including some or all of the following, depending on the candidate's strengths:

- Pro-actively promoting products to customers.
- Responding to enquiries and compiling quotations & tenders.
- Providing basic technical support.
- Attending trade shows & conferences (including physical set-up of the stand).
- Marketing (including website & Social media administration).
- Liaising with suppliers' technical & scientific assistance.
- Handling of shipments and other administration.

Requirements:

The role would ideally suit someone with natural or life science qualifications, who is interested in working in the commercial world. Or an experienced sales person who can demonstrate an ability to grasp scientific and technical concepts. They should have the following qualities:

- Degree (or equivalent), ideally in Natural or Life Science subject or similar.
- Self Motivation, Curiosity and Enthusiasm.
- Ability to problem solve.
- Ability to travel when required.
- Excellent written and spoken English. (other languages a bonus).
- Good arithmetic.
- Computer literate (Microsoft Windows and Office software).
- UK Driving licence.
- Sense of humour, general knowledge and a positive outlook on life.
- Perform any other duties as reasonably directed.



Swale Technologies Ltd
6 Greenacres, Monument Park
Chalgrove, Oxfordshire OX44 7RW, UK
sales@swaletechnologies.com - www.swaleocean.co.uk
Tel: +44 (0)1865 582265

As a small company, we can be fun, flexible and informal but maintaining high standards in our outward facing roles is important so the successful candidate will be articulate, affable, well presented and be capable of developing productive relationships with a range of people and organisations.

Applications:

To apply for this position please send your C.V. with a covering letter explaining how your experience would be of benefit in the role and identifying any additional capabilities and strengths that might be helpful.

Applications must be emailed to swale@swaletechnologies.com.

Only direct, personal applications will be considered.