

Title: Sales & Support Specialist.
Salary: £24-28,000. (+bonus scheme)
Location: Chalgrove, South East Oxfordshire

Swale Technologies are looking to hire an affable sales and support specialist, able to provide scientific and technical support and advice to our varied customer base. The role would ideally suit someone with natural or life science qualifications, who is interested in working in the commercial world. However, an experienced salesperson who can demonstrate an ability to grasp scientific concepts, through similar roles or hobbies, might be considered.

The role will initially involve interacting with customers, handling enquiries and compiling quotations. It is expected the candidate will quickly gain an understanding of the products and the companies we represent. Ultimately, they would become fully involved with the functioning and management of the business – combining Sales, Marketing, Technical Support, Administration and all other aspects of running a successful company.

Occasional travel may be required within the UK and abroad for training and meetings with suppliers and customers, and may require overnight stays. It is also expected the appointee would help at trade shows and conferences, including physical work in setting up and breaking down the exhibition stand. As a small company, we can be flexible and informal but maintaining high standards in our outward facing roles is important so the successful candidate will be articulate, affable and be capable of developing productive relationships with a range of people and organisations.

Applicants should have a desire to learn, curiosity about our customers' activities and enthusiasm to help. Scientific, Technical or Practical qualifications and/or experience is desirable, sales experience is a bonus. A demonstrable ability to learn and problem solve, prioritize work and organise oneself. Self-motivation is essential.

Usual Hours: 9.00am – 5pm (2pm Fridays)

Holiday: 5 weeks (4 for first year).

Job Functions:

It is envisaged that the role will involve the following:

Sales & Marketing:

- Attend exhibitions to promote the company and products.
- Compile quotations.
- Liaise with new & existing customers and suppliers.
- Preparation of marketing materials.
- Process sales and purchase orders.
- Receive and ship goods.

Technical:

- Customer support & advice (by phone & email).
- Demonstration of equipment.

Qualifications:

- Degree (or equivalent) ideally in Natural or Life Science Subject or similar.
- 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.



Swale Technologies Ltd

6 Greenacres, Monument Park

Chalgrove, Oxfordshire OX44 7RW, UK

sales@swaletechnologies.com - www.swaleocean.co.uk

Tel: +44 (0)1865 582265

More about the Company:

Swale Technologies is a small flexible company supplying 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, offshore oil & gas and defence. Products range from high precision sensors measuring dissolved gases, acoustic recorders 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. The role would be based at our office in Chalgrove, SE Oxfordshire. There's a café on the business park and exercise facilities with a pond and garden area are adjacent. The company is looking to grow and is seeking someone who can grow with it.

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. Applications must be emailed to swale@swaletechnologies.com. Only direct, personal applications will be considered.