



# CREAT3D

ADDITIVE MANUFACTURING SOLUTIONS PROVIDER

## > POSITION:

# TECHNICAL SALES ENGINEER

## > LOCATION:

CREAT3D, Reading, Berkshire

## > ROLE TYPE:

Permanent, Full Time  
09:00 to 17:30 Mon to Thurs  
09:00 to 15:30 Fri

## > ABOUT CREAT3D

CREAT3D is a fast-growing, fresh-thinking company operating in the innovative and exciting sector of Additive Manufacturing (3D Printing).

CREAT3D is an award-winning, market leader in its field, consulting on and supplying the best Additive Manufacturing technologies, solutions and services to a wide range of business customers including blue-chip companies spanning industries such as Automotive, Motorsport, Engineering, Manufacturing, Consumer Products and TV and Film, as well as Universities and Colleges across the UK.

As an engineering company, with AM at our heart, we are focused on delivering excellent service and providing our clients with a continued premium experience through digital technologies.

We work with awesome innovative brands including Formlabs, Markforged and UltiMaker.

We're looking for motivated, technically curious people who thrive on finding practical solutions and enjoy helping customers apply cutting-edge technology to real-world challenges

## > THE JOB

- To work as a Technical Sales Engineer, creating and closing new business sales and growing ongoing business in those accounts
- Create happy customers by successfully selling CREAT3D products and services on a consultative basis, providing the best solution for the customers' specific needs into Engineering and Manufacturing companies
- Generate new opportunities and handle all aspects of the sales process

THIS ROLE IS FOR A DRIVEN, PASSIONATE PERSON WHO WANTS TO OPERATE IN A HIGH-GROWTH INDUSTRY, SPECIALISING IN SALES OF ADDITIVE MANUFACTURING SOLUTIONS TO ENGINEERING, MANUFACTURING AND DESIGN COMPANIES.

WE ARE LOOKING FOR AN ENGINEER AT HEART WITH A COMMERCIAL MIND

# CREAT3D

## > WHAT YOU'LL GET INVOLVED IN

- Coordinate with Marketing on CREAT3D's marketing-led sales approach, to help to build and run campaigns to generate and qualify leads
- Build a network; research prospective clients through the use of web/social media, internal databases and external tools to identify leads
- Identify and approach businesses which fit within our target market
- Work with clients to consult, identify pain points and propose solutions to solve their engineering problems
- Manage multiple live, high-value sales opportunities
- Successfully sell the appropriate range of products and services into customers
- After closing the sale, work effectively with other areas of the business to ensure all after-sales services are delivered
- Continue to grow your influence within your Accounts to generate additional business as your clients progress their Additive journey with CREAT3D
- Manage and maintain accurate prospect and customer account activity, pipeline and CRM system
- Produce accurate documents, quotes, reports and presentations
- Attend events and exhibitions to attract new customers
- Host meetings and demonstrations at client sites and CREAT3D HQ

## > WHAT YOU'LL ACHIEVE

- Happy customers with positive customer experience
- Meet or exceed agreed sales targets consistently
- Well organised, up-to-date systems and projects
- Growth and ongoing management of customer accounts

## > SKILLS YOU'LL NEED

- Continual thirst to learn and a hunger to be the very best
- Experience of Additive Manufacturing is desirable
- 6 – 18 months of professional experience and/or training in a sales environment is preferred
- Hardworking and team player with a positive attitude
- High levels of enthusiasm
- Excellent communication skills, both verbal and written
- Excellent time management skills
- Exceptional organisational skills
- Professional, with excellent customer care skills
- Keen attention to detail
- Problem solver who can prioritise effectively and multi-task
- Ability to use own initiative and work with clients, suppliers and team members at all levels
- Fluent in the English language, both written and oral
- Proficient in Microsoft Office
- Full, valid UK driving licence, with ability to travel nationally

## YOUR CAREER WITH CREAT3D

You'll be joining a fast-growing business within an expanding industry

- Opportunity to develop the position further or into other specialisms incl. Industry Specialist, Account Manager or Management roles
- In-depth product and sales training will be provided, and the successful candidate will also gain personal development, industry knowledge and experience
- Competitive salary with commission scheme
- Employee benefits incl. discount on 3D printers & consumables, free 3D printing, 24 days annual leave plus Bank Holidays, your Birthday off work, Employee Assist Programme (EAP) & Pension Scheme (where applicable)

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