



JOB DESCRIPTION: TECHNICAL SALES/ACCOUNT MANAGER

JOB TITLE:	Technical Sales / Account Manager
LOCATION:	CREAT3D, Reading
REPORTS TO:	Managing Director
ROLE TYPE:	Permanent, Full Time
ISSUED:	Mar 2021
ABOUT CREAT3D:	<p>CREAT3D is a fast-growing, fresh-thinking company operating in the innovative and exciting sector of Additive Manufacturing (3D Printing).</p> <p>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, Consumer Products and Manufacturing, as well as Universities and Colleges across the UK.</p> <p>We are focused on delivering excellent service and providing our clients with a continued premium experience.</p> <p>We work with awesome innovative brands including Markforged, Nexa3D, Formlabs, BigRep, ParaMatters, MakerBot and Ultimaker.</p> <p>We are looking for motivated, talented people who like a challenge!</p>

This role is for a driven, passionate individual who wants to operate in a high-growth industry, specialising in sales of Additive Manufacturing solutions to Engineering and Manufacturing companies. We are looking for an “Engineer at heart with a commercial mind”

MAIN PURPOSES OF JOB

- To work as a Technical Sales / Account Manager, 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
 - Be responsible for selling a specific product range of 3D printers from class-leading manufacturer Markforged, which offers our customers unique and highly desirable capabilities, together with large cost savings and efficiency benefits
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KEY TASKS

- 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
- Host online demos to prospective clients

KEY RESULTS / OBJECTIVES

- Achieve or exceed the agreed sales targets consistently
- Provide a high level of customer service and a positive customer experience
- Ensure systems, projects and paperwork are up-to-date and well organised

REQUIRED SKILLS / COMPETENCIES

- 6 – 18 months of professional experience and/or training in a sales environment is preferred
- Engineering related qualification, or related experience
- Excellent communication skills, both verbal and written
- Ability to understand and analyse customer requirements
- Exceptional organisational skills
- Keen attention to detail
- Excellent time management skills
- Fluent in the English language, both written and oral
- Full UK driving licence, with ability to travel nationally
- Proficiency in Microsoft Office

DESIRABLE PERSONAL QUALITIES

- Continual thirst to learn and a hunger to be the very best
- Experience of Additive Manufacturing is desirable
- High levels of enthusiasm
- Ability to use own initiative and work with clients, suppliers and team members at all levels
- Hardworking and team player with a positive attitude

PROGRESSION OPPORTUNITIES

The successful candidate will be joining a fast-growing business within an expanding industry

- In-depth product and sales training will be provided, and the successful candidate will also gain personal development, industry knowledge and experience
- Depending on performance, you will have the opportunity to develop the position further into a specialism, Account Management, Applications Engineering or management roles
- Mentor programme with a Senior Director of the business available
- Competitive salary with commission scheme
- Benefits include: Employee discount on 3D printers & consumables, 24 days annual leave plus Bank Holidays, your Birthday off work, Employee Assist Programme (EAP) & Pension Scheme

Does this sound like you? Email your CV and covering letter to work@creat3d.co.uk
