



Field Sales Executive - PCB Equipment Leamington Spa, UK

To support our ambitious growth plans, we have a great opportunity for a Field Sales Executive - PCB Equipment to join our equipment division Ventec Giga Solutions (VGS). This new division provides a comprehensive range of equipment sales and process consultancy services to customers for the manufacturing of Printed Circuit Boards, chemical etching and printed electronics. As Field Sales Executive you will target new customers and develop an equipment/consumables sales pipeline for a range of cleaning equipment used, but not limited to the afore mentioned industries. You will control the whole process from response to initial sales enquiry onwards, working with the Ventec sales team, and directly with the customers to establish purchasing specification, liaising with OEM suppliers to confirm pricing and delivery, through to managing the installation and commissioning process, and post installation support with our Engineering Support team.

Reporting to the Commercial Director and based at our Leamington Spa offices (with opportunities for home working) your tasks will include:

Key responsibilities

- Develop leads, identify and select specialist equipment to meet the customer requirements and provide project support to Ventec sales and marketing teams globally;
- Develop and support business opportunities by converting qualified international leads for the Equipment Business into comprehensive sales proposals;
- Assist colleagues in the group in closing bids and tenders by providing a technical and commercial support;
- Build strong technical, commercial & business relationships with both customers and OEM partners;
- Be the main contact to our Engineering Support Team for equipment installation, commissioning and ongoing maintenance.

Skills & Attributes Required

- Sales and/or customer service experience (essential)
- Valid driving licence (essential)
- PC literate, Microsoft Word and Excel
- Excellent written and verbal communication skills
- Excellent organization skills and attention to detail.

What's on offer

- Full time Monday-Friday, permanent position
- Flexible working, family friendly
- Competitive salary
- Commission based bonus scheme
- 25 days holidays plus Bank Holidays
- Pension scheme (after 3-month probation period)
- Health care insurance (after 3-month probation period)
- Car allowance
- Company mobile phone
- Company Laptop
- Remote Working.

If you are confident and driven, have relevant experience or characteristics that you think will correspond with this position, please apply in the strictest confidence, enclosing your CV to:

HR-vgs@ventec-europe.com

Closing date for applications: December 31st, 2024