

- Identify and develop new business initiatives, markets and products in the business sector and ensure that they are effectively managed and taken through to completion in consultation with the Sales Manager.
- To ensure all opportunities are captured in a monthly report. The monthly report will also capture any other information relevant to the sales function of the company, including market intel, client and competitor news.
- To generate reports and action plans following all client interactions and ensure appropriate follow-up as necessary.
- To prepare reports and attend sales meetings to review and plan opportunities with the Sales Manager, and to ensure that the visit reports and sales funnels are up to date.
- To ensure that systems are accurately updated to allow a clear and accurate view of the sales within the accounts and territory and to promote timely interventions with clients.
- To lead on agreed sales and marketing campaigns to generate new sales as required.
- To identify the requirements for new and updated marketing materials and assist in their development, production, and distribution to all relevant recipients as required.
- Maintain a high profile for ALS in appropriate scientific and commercial forums, supporting the marketing activity for the business.
- Contribute to the development of sales team and general commercial budgets and business plans.
- Contribute positively to Sales team meetings, supporting and challenging team members to deliver ever improving sales outputs.
- Work with other Account Managers with shared clients to deliver a coherent sales and marketing approach.
- To demonstrate at all times behaviors which support the company values.

About you

The successful candidate will ideally have a proven track record in Account Management and/or Sales within a technical environment, the testing and analysis market, or an associated industry. They will have previously worked in a sales environment with proven experience of delivering client excellence.

They will have a strong commercial acumen and be able to work with the Sales Manager, other field-based Account Managers/BDMs and the Client Services team in developing and closing profitable sales opportunities.

Excellent interpersonal, communication, influencing and negotiating skills are essential. The successful candidate must be able to work on their own initiative, manage their own time and use diplomacy, assertiveness and leadership skills appropriately.

The successful candidate will ideally have an appropriate scientific degree (preferably chemistry or environmental science). They must have, or be able to quickly develop, a working knowledge of relevant laboratory processes and will benefit from having laboratory experience gained within the environmental industry.

Candidates must be computer literate with a good working knowledge of the Windows suite including Word, Excel and Outlook software. Database knowledge is preferred but not essential.

Employee Benefits Include:

- Annual Leave, 25 days plus 8 public holidays
- Enhanced Company Sick Pay Scheme
- Celebrating Success Recognition Awards
- Learning/study support and Professional Fees paid
- Group Personal Pension Plan
- Life Assurance
- Childcare Vouchers

Looking for further details?

To apply for this role please contact: Greg.Adamson@ALSGlobal.com

This is an excellent opportunity for a motivated and skilled person, who is focused on providing excellent service to our clients, to develop their career in an international company.