

Job Title:	Field Sales Engineer - Scotland
Business Area:	Industrial Components & Electronics (ICE)
Department:	n/a
Responsible to:	Sales & Marketing Manager (SMM - ICE)
Salary:	Competitive Salary & Employee Benefits Package
Standard Hours:	Full Time: 37.5 hours per week 8:30am – 5:00pm (Mon to Fri)
Place of Work:	Home Office / National Role
Post Codes:	AB, DD, DG, EH, FK, G, HS, IM, IV, KA, KW, KY, ML, PA, PH, TD, ZE
Job Type:	Permanent
Start Date:	Q2 2025
External Date Posted:	29 th January 2025

Principle Duties:

Reporting to the Sales & Marketing Manager (SMM - ICE) the Field Sales Engineer (FSE) is to manage the specified Scotland region.

To increase area market share by seeking out, developing, and maintaining customers for the Phoenix Contact product range. Whilst maximising personal productivity and cost-effectiveness. The Sales Engineer must be able to articulate technology and product positioning to both business and technical users. They must be able to identify all technical issues of their accounts to assure complete customer satisfaction through all stages of the sales process.

It is essential that they are able to establish and maintain strong relationships throughout the sales cycle and develop new and existing customers to increase regional turnover to exceed budget.

Main Duties and Responsibilities:

With the assistance of the Sales & Marketing Manager (ICE) plan the sales area in accordance with the company's sales policies and the Sales Engineer's personal sales targets:

- Produce, maintain and implement Action Plans for all target accounts and Global/Key Accounts.
- Ensure service expectations of existing accounts are met, sales revenue and profitability are maximised and the contact network is maximised.
- Ensure all potential accounts are actively pursued to increase market share at the expense of competitor business.
- Identify and qualify new business accounts and make recommendations re: direct/indirect supply route.
- Work closely with our nominated "Tier 1" Distributor's on a regular basis.

Make profitable sales to customers through:

- Learning the customer's business needs.
- Selling value concepts.
- Building one-to-one relationships with key customer contacts.

Product promotion:

- Learn the features, benefits, options and applications for all catalogued products.
- Promote new products actively.
- Promote simple and configured products actively.
- Actively participate in all product campaigns.
- Know the competition and report on their capability and activity within the sales area.

Maintain accurate, current and relevant records and submit reports in a timely manner:

- Maintain detailed records on the customer's business & contact information within Phoenix Contact (UK) database – Salesforce.
- Maintain 3 core elements of Salesforce (CRM):
 - Diary/appointments
 - Opportunities & quotes
 - Leads
- Submit required regional reports in a timely fashion.
- Generate and manage sales enquiries through the company's enquiry log system.

As required:

- Attend sales meetings and training sessions as required.
- Undertake any special projects that may be required.

At all times:

- Know and apply the company's basic sales policies.
- Represent Phoenix Contact in a professional manner to customers.
- Act to maximise personal productivity and personal cost-effectiveness.
- Maintain sufficient contact with other members of the organisation to ensure that good communications between customers and the Company are achieved.
- Abide by the company rules.

Secondary Duties:

Not applicable to this job role.

Person Specification:

Desired Knowledge & Experience (Inc. Qualifications)

- Ideal candidate must be self-motivated with a proven track record in sales and knowledge of relevant technology.
- Comfortable in the dynamic atmosphere of a technical organisation with a rapidly expanding customer base.
- Organised and analytical, able to eliminate sales obstacles through creative and adaptive approaches.
- 3-5+ years relevant experience in B2B Sales.
- Experience and familiarity of our products and line of business a plus.
- A HNC/HND In Electrical Engineering or a related field is strongly preferred.

Desired Skill Set

- Excellent communication presentation & negotiation skills.
- Effective time management, proactive, positive & self-motivated.

To apply for this position:

Please submit your curriculum vitae with a covering email and current salary details to:
jobs@phoenixcontact.co.uk