

External Job Posting

Job Title:	Field Sales Engineer - North
Business Area:	Device Connections (DC)
Department:	Field Sales Engineer
Responsible to:	Sales & Marketing Manager (DC)
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:	BB, BD, BL, BT,CA, CH, CW, DD, DG, DH, DL, DN, EH, FK, FY, G, HD, HG, HS, HU, HX, IM, IV, KA, KW, KY, L, LA, LL, LS, M, ML, NE, OL, PA, PH, PR, S, SK, SR, ST, SY, TD, TF, TS, WA, WF, WN, YO, ZE
Job Type:	Permanent
Start Date:	Q2 2025
External Date Posted:	18 th February 2025

Principle Duties:

To increase Device Connections (DC) sales area market share by seeking out, developing and maintaining customers for Phoenix Contact DC products, whilst maximising personal productivity and cost-effectiveness.

Main Duties and Responsibilities:

With guidance from the Sales & Marketing Manager's business plan, the company's sales policies, and the Sales Engineer's personal area sales targets:

- Produce, maintain and implement action plans for all DC related accounts.
- Ensure service expectations of DC customers are met, sales revenue and profitability are maximised.
- Ensure all potential accounts are aggressively pursued to increase market share at the expense of competitor business.
- Identify and qualify new business opportunities and make recommendations through direct/indirect supply routes.

Make profitable sales to customer by the following activities:

- Develop awareness of customer projects & DC requirements.
- A solutions sales approach.
- Building & maintaining customer relationships.

Product promotion:

- Learn the features, benefits, options and applications for all DC products & solutions.
- Promote new DC products & solutions aggressively.
- Assist in the development of vertical market campaigns.

Know the competition and report on their capabilities and activities within the sales region.

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
 - Follow-ups
- 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.
- Attend and participate in exhibitions and trade shows as 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.
- Must possess a technical understanding relevant to the products to be promoted and the target customer applications.
- 3-5+ years relevant experience in B2B Sales.
- Experience and familiarity of our DC product portfolio and line of business.
- A HNC/HND or equivalent In Electrical Engineering or a related field is strongly preferred.

Desired Skill Set

- Comfortable in the dynamic atmosphere of a technical organisation with a rapidly expanding product portfolio and customer base.
 - Must possess strong presentation skills and be able to communicate professionally in written responses to emails, quotes and when submitting reports.
 - Organised and analytical.
 - Able to eliminate sales obstacles through creative and adaptive approaches.
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To apply for this position:

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