

Job Title:	Field Sales Engineer – Marking & Identification and Toolfox (Southern, UK)
Business Area:	Industrial Components & Electronics (ICE)
Department:	Field Sales Engineer (MI & ICS)
Responsible to:	Senior Product Manager – Marking & Identification and ICS
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 / Region
Job Type:	Permanent
Start Date:	1 st May 2022

Principle Duties:

Reporting to the Senior Product Manager – Marking & Identification and ICS (PM MI & ICS) the Field Sales Engineer – Marking & Identification and Toolfox (FSE MI and Toolfox) is to manage the specified Southern, UK region. (Toolfox is a division of ICS)

To increase area market share by seeking out, developing and maintaining customers for Phoenix Contact Marking & Identification (MI) and Toolfox product range, whilst maximizing personal productivity and cost-effectiveness. The Field Sales Engineer must be able to manage the portfolio of MI and Toolfox Business Unit to the required KPI's, and to be instrumental in the penetration of this product range through direct and indirect Channels.

This position also requires tight interaction with Marketing, Sales and Customer Service.

Main Duties and Responsibilities:

With the assistance of the Senior Product Manager MI & ICS, 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 MI and ICS target accounts and Global/Key Accounts.
- Ensure service expectations of existing accounts are met, sales revenue and profitability is maximized and the contact network is maximized.
- 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 MI and Toolfox products.
- Promote new 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 - SuperOffice
- Maintain three core elements of SuperOffice (CRM):
 - Diary/appointments
 - Quote log
 - Follow-ups
- Submit Monthly 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 maximize 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.
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 - 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 and to maximise cross-sales opportunities.
 - Abide by the company rules.
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Person Specification:

Desired Knowledge & Experience (Inc. Qualifications)

- Ideal candidate must be self-motivated with a proven track record in sales and knowledge of Marking & Identification products.
- Comfortable in the dynamic atmosphere of a technical organisation with a rapidly expanding customer base.
- Organized 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.
- An 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.
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To apply for this position

To apply for this position please send your CV and covering letter to
jobs@phoenixcontact.co.uk

