



Datasound Laboratories Limited



Location:	Letchworth, Hertfordshire	Travel Required:	YES
Job Title:	Technical Sales Engineer	Position Type:	Full Time
HR Contact:	Rory Dear	Date:	9 th December 2011
Job Description			
<p>This is an excellent opportunity to extend your existing sales skills within an established, successful industrial computing company. Prior experience with Office, CRM or similar tools and an appreciation of PC hardware related interfaces would be advantageous.</p> <p>Evidence of good interpersonal skills leading to establishing a successful business pipeline is a pre requisite, although no cold calling would be necessary. Essentially an office based role, with occasional travel you would be supported by other sales staff and technically through our engineering team.</p> <p>Product training will be provided and successful applicants would be encouraged to achieve a range of Microsoft qualifications. A good basic salary + Bonus + Healthcare + Sick pay is offered to the right candidate.</p> <p>Duties include:</p> <ul style="list-style-type: none">• Establishing new, and maintaining existing, long-term relationships with customers.• Travelling to visit potential clients.• Managing and interpreting customer requirements.• Persuading clients that a product or service will best satisfy their needs.• Calculating and submitting client quotations.• Negotiating and closing sales by agreeing terms and conditions.• Offering pre and post-sale first line technical support.• Administering client accounts.• Maintaining a forecast for the Sales Manager.• Meeting regular sales targets.• Recording and maintaining client contact data..• Liaising with other members of the sales team and other technical experts;• Solving client problems.			
Essential Skills / Experience:			
<ul style="list-style-type: none">• A good, confident telephone manner• Ability to work well under pressure• Ability to work well within a successful sales team, communicating ideas and information for mutual benefit• Experience of using Microsoft Office Suite applications• Enthusiasm and ability to learn more about industrial PC technologies• Technical understanding of Computer Hardware• Full driving licence (or attaining in progress)			
Desirable Skills / Experience:			



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- Significant experience of selling, ideally in the electronics/IT industry
- An enthusiasm to become a Microsoft Qualified Engineer, training/materials all provided by the company.

Reviewed By:	Rory Dear	Date:	9 th December 2011
Approved By:	Derek Carpenter	Date:	
Last Updated By:	Rory Dear	Date/Time:	9 th December 2011