

Project Sales Engineer

Gemini Lighting Solutions are the no.1 Philips partner in Lighting Controls for the UK. With over 20 years' experience in the design and commissioning of Philips' ECS, Light Master Modular and Dyalite systems, Gemini have grown their loyal customer base and continue to expand their business year on year. With this in mind we are looking for a new addition to our sales team to improve our position in the market and bring in new business.

About the role:

As an external sales executive you will achieve sales targets, through the development of new and existing business as part of the sales team. You will need to use your technical expertise and high levels of interpersonal skills to develop long term relationships with customers ensuring that their requirements and business needs are interpreted and managed effectively.

Responsibilities:

- Effective sales planning in order to maximise customer contact including proactive telephone canvassing
- Develop relevant technical solutions to meet customer requirements
- Produce take-offs, quotations and proposals for project leads and manage workload to ensure customers are serviced in a timely fashion
- Ensure that all business systems and CRM sales reporting requirements are updated accurately and regularly
- Provide regular reports/information on sales activities to the Sales Manager
- Work with the Sales Manager to ensure brand awareness and new and updated product information is communicated to customers
- Support marketing activities by keeping accurate contacts on the CRM system, making customers aware of events and also by attending seminars, product launches and other marketing events
- Present to various audiences on a range of subjects, including value propositions, product demonstrations, and CPDs
- Strive to achieve and exceed business targets (turnover and profit), and objectives

About you:

- Previous experience within a commercial / business to business sales environment is essential, preferably within a lighting or controls environment
- Experience in a variety of sectors especially the commercial office market
- Ability to deal with end users, contractors of all sizes, specification engineers at all levels, and knowledge of that customer base.
- Proven experience of consistently meeting and exceeding sales targets
- Technical understanding, ideally qualified to BTEC level in electrical engineering
- General computer literacy with the aptitude to learn new business software systems. Must be able to use Microsoft Word, Excel and Powerpoint. Experience with Salesforce would be an advantage.
- Personal attributes that include being a confident self starter with the ability to motivate, as well as being able to work as part of a team, an enthusiastic attitude with a positive outlook, a willingness and ability to learn quickly and a strong ability to build relationships. You should also be an excellent communicator and fluent in written and spoken English.

Position: External Sales (Full time, Permanent)

Region: London & South East

Salary: Competitive salary depending on experience plus benefits & uncapped bonus scheme