

JOB SPECIFICATION



Job Title	Sales Manager
Department	Sales & Marketing Department
Line Manager	Managing Director
Salary	Please send details of current salary
Place of work	55 Central Avenue, West Molesey, KT8 2QZ Available to travel in UK and overseas, including overnight absences. Must live within commutable distance.

**Chelsea
Technologies
Group Ltd**

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<u>The role</u>	Sales Manager with experience of marine science, maritime or water environmental markets required to expand company's sales
<u>Key Responsibilities</u>	<ul style="list-style-type: none"> • Expand and develop the company's global & UK product sales • Advising customers on product selection and deployment strategy • Providing excellent customer service to new and existing customers • Maintaining the highest level of customer satisfaction • Preparing and submitting proposals and quotations • Maintaining CRM based records and effectively managing customer enquiries • Representing the company at national and international events • Carrying out sales visits to new and existing customers • Providing sales support for international representatives • Working with the Sales & Marketing Team to optimise sales
<u>Knowledge and experience</u>	Knowledge and experience within the marine science, maritime or water environmental business areas is desirable.
<u>Skills and Experience</u>	<ul style="list-style-type: none"> • Proven technical sales ability within a challenging environment an advantage • Degree in a relevant scientific or environmental subject • Excellent IT skills, including MS Office • Good communication skills in English, both verbally and in writing • Ability to work independently in the context of the wider company team • Ability to work under pressure and meet deadlines • Enthusiasm and good organisational skills • Willingness to travel
<u>Additional Details</u>	The job will be primarily UK based, but there may be opportunities for international business travel. Candidate must have own car and a full UK driving licence
<u>Academic Qualifications</u>	Degree in a relevant scientific or environmental subject is required.



<u>Character & personal qualities</u>	Bright, enthusiastic individual who can demonstrate that they can make a difference to the company is required. Self-motivation is essential along with a desire to continue to improve on both a personal and professional level. The candidate must be keen to learn new skills and be comfortable working in a highly multidisciplinary environment. Candidate must be able to operate as part of a team but also be able to act on own initiative, must be methodical and work well under pressure and to deadline. Good communication skills are essential.
<u>Security Clearance</u>	Security clearance of successful candidates will take place on appointment; UK passport is therefore essential.
<u>Package</u>	Contributory pension scheme. Life assurance scheme. 25 days annual leave, plus public holidays.
<u>Normal working week</u>	Monday-Friday - 37.5 hours - 8.00/8.30am – 4.00/4.30pm, 30 mins lunch. However it is expected that when necessary, staff will be required to work outside these core hours.
<u>Application Process</u>	Applicants must submit a covering letter with their CV outlining their experience selling products within the marine science, maritime or water environmental markets. If you don't have this type of experience please outline the experience that you have that is relevant to this position. Please also outline how you can make a difference to our company. Apply to Ellen Keegan – ekeegan@chelsea.co.uk , Tel: 0208 481 9019.