



JOB BRIEF

Position Title: Technical Sales Specialist

Territory : Northern England and Scotland

Reporting To: Commercial Director

Benefits Package: Competitive salary and bonus with free use of a company vehicle, 23 days Holiday,

Purpose: Actively promote Infors UK and its products
Actively promote Infors UK Agencies - Refine (ATF)
- Sepragen (DSP)

Homepage: www.infors-ht.com

Main Responsibilities

- To provide for the efficient operation of regional sales activities on behalf of Infors UK Ltd
- Manage and control the area, ensuring customers are kept fully informed at all times
- Working in a small team, support colleagues as and when required – throughout the UK
- Responsible for direct sales, after-sales follow-up and assisting service personnel if required.
- Promote Sales and service agreements.
- Report to the Commercial Director.

Person Specification

- Educated to HNC/Degree in Microbiology or Cell Biology.
- Either Fermentation/DSP/Mammalian Cell culture Experience
- Outgoing and friendly personality
- Ability to work as a team member as well as an individual.
- Excellent communication skills
- Current Clean Drivers Licence

The ideal candidate has ambition and a drive to succeed. Must be willing to work flexible hours and occasionally work away from home. A highly motivated Sales Specialist, who is pro-active, customer focused and is happy working autonomously in a small team environment. The successful candidate will run and control all aspects of the sales territory. Comprehensive and continuously ongoing product training will be given as well as all aspects of business. The ideal candidate should live within the Sales area.

Contact: Nick Musgrove
01737 223100
n.musgrove@infors-ht.com