

# SALES ENGINEER

## ERODEX

### CARBON PRODUCTS DIVISION



[WWW.ERODEX.COM](http://WWW.ERODEX.COM)

## ABOUT US

Erodex UK are proud to celebrate five decades of unwavering commitment to excellence, innovation, and customer satisfaction. Having established ourselves as a leader in the manufacturing industry, providing cutting-edge products and services to clients across the globe.

## THE ROLE:

We are actively seeking individuals who are driven, energetic, and passionate about their work to join our team at our Darlaston site in the West Midlands. This opportunity is particularly well-suited for individuals who are eager to make their mark in the industry and are looking for a role that offers growth and development.

The role requires a motivated individual to support the growth of our UK sales within the Carbon Products Division. In this role, you will have the opportunity to develop and nurture existing customer accounts while actively seeking out new business through proactive sales techniques.

## RESPONSIBILITIES:



Maintain a visible external presence through customer visits & build and nurture customer relationships from the ground up



Maintain the CRM database with relevant pricing and commercial information



Provide detailed monthly reports for the senior management team



Support the internal team where required i.e. holidays or extended periods of absence



## TERRITORY

Territory will be to cover England & Wales, with the highest concentration of customers being based around the Midlands and Northern England. Expectations and objectives set by Business Unit Manger

## THE SUCCESSFUL CANDIDATE WILL:

- ✓ Have a proven track record in exceeding sales targets and generating revenue growth by maximising opportunities from existing customers and winning new business.
- ✓ Have a strong engineering background, ideally within the electro-mechanical industry and experience working in an area sales role.
- ✓ Be an exceptional communicator with the ability to engage with both internal and external stakeholders at all levels.
- ✓ Be based preferably within Central England.
- ✓ Be an effective negotiator and problem solver with the ability to work effectively under pressure and prioritise workload.
- ✓ Be proficient in CRM systems.
- ✓ Hold a full, clean driving licence (Essential)

## EXPERIENCE:

Engineering: 2 years (required)  
Technical Sales: 2 years (required)

## BENEFITS:

Company Car  
Laptop & Phone  
On-Site Parking  
Sick Pay  
Store Discounts  
Wellness Programmes  
Work from Home  
Bonus Scheme  
Competitive Salary

## APPLY:

Applications to  
[karen.turner@erodex.com](mailto:karen.turner@erodex.com)

Job Type: Full-time, Permanent

37.5 hours per week.

Monday to Friday, 8.30am – 4.30pm

Primarily Field Based, required to work from Darlaston on occasion.