



Torr Scientific Ltd.

Specialist in UHV, Optical and X-ray Components

Job Title: Technical Sales Representative

Management Structure

Reporting to Phil Marston – Business Development Manager

Overview

A motivated and energetic science graduate to be responsible for generating and maintaining strong customer relationships, offering technical advice and collaborating on development projects and funding applications.

Responsibilities and Duties

- Developing new accounts by researching and identifying potential leads, soliciting new business, building connections, providing technical information and advice, and preparing quotes.
- Working with researchers on development projects and funding applications.
- Offering day to day technical support for potential new and existing customers.
- Identify new sales opportunities.
- Promote the company using social media.
- Using telephone, e-mail, & social media enquiries to verify collected information and finalize sales.
- Drive continued sales by checking customer purchasing history, suggesting new and related products, and explaining technical features.

Specific Requirements

- BSc / MSc degree in Physics, Chemistry or Engineering.
- Professional interpersonal, oral, and written communication skills.
- Multitasker with ability to juggle multiple, competing priorities in a fast-paced workplace.
- Willing to undertake UK & International travel.
- Ability to overcome objections and refusals in a courteous, friendly way.
- Proficient in Office 365, MS Teams, Zoom.
- Motivated and eager to succeed.
- Willing to learn new skills and technologies.
- Strong work ethic.
- Full driving licence.

Desirable skills

- Experience of HV, UHV and/or vacuum coating would be an advantage (training would be given).