

Job Title: Sales Representative

Management Structure

Reporting to Phil Marston – Business Development Manager

Overview

Sussex-based specialists in UHV, optical & X-ray components, Torr Scientific Limited is seeking a motivated and energetic science graduate to be responsible for generating and maintaining strong customer relationships, offering technical advice, and collaborating on development projects.

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.
- Attending and exhibiting at science, industry, and academic exhibitions and trade fairs.
- Working with researchers and TSL's Sales and Funded Project Coordinator to identify potential development projects.
- Offering day to day technical support for potential new and existing customers.
- Identify new sales opportunities.
- Promoting the company using social media.
- Using telephone, e-mail, & social media enquiries to verify collected information and finalize sales.
- Driving 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.
- Able to multi-task, juggling multiple, competing priorities in a fast-paced workplace.
- Keen to jump in a car or on a plane to discuss a requirement and offer a solution to a customer on-site.
- Able to overcome objections and refusals in a courteous, friendly way.
- Proficient in Office 365, MS Teams, Zoom and social media platforms.
- Motivated and eager to succeed with a strong work ethic.
- Willing to learn new skills and technologies.
- Full driving licence.

To apply, please email your CV and cover letter to i.mcglashan@torrscientific.co.uk