



VACANCY

EPC Customer Sales Representative

Duties //

Including but not limited to:

- Finding new leads and converting leads to customers.
- Developing strong new, and maintaining existing relationships with customers in order to achieve and exceed sales targets.
- Maintains communication with existing and previous customers, alerting them of new products, services, and enhancements that may be of interest.
- Communicates with customers and leads to identify and understand their needs; identify and suggests products to meet those needs.
- Making presentations and demonstrating how a product will meet client needs.
- Managing and interpreting customer requirements.
- Travelling to visit potential clients.
- Represent our company at events, exhibitions, networking opportunities .
- Supporting marketing with content creation including brochures, social media posts and case studies
- Ensures customer satisfaction through ongoing communication and relationship management; providing after-sales support services.
- Collaborate with the Technical Subject Matter Experts to convert sales.
- Submission of quotes to clients and responsible for follow up.
- Preparing reports as requested.
- Meeting sales targets.
- Recording and maintaining client contact and enquiry data



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Skills & Experience //

- Previous experience within a sales role, outside sales preferred
- Two years of industry experience preferred (general energy industry with EPC contractors, operators and major subcontractors – experience with pipeline related services ideal)
- Ability to travel to current and potential clients with occasional overnight travel.
- Excellent sales and negotiation skills .
- A self starter and doer with a track record of delivering and driving results.
- Ability to develop and deliver presentations .
- Highly organised and ability to work in a fast-paced, result-oriented environment.
- Strong interpersonal skills, flexible and approachable. A people person who can form trusted relationship with customers.
- Effective communicator both written and verbally .
- Customer-focused, results driven.
- Ability to work in team environment with a wide range of stakeholders and subject matter experts
- Strong Microsoft Office Suite skills
- Experience with CRM package (Salesforce, Dynamics etc) .
- Prioritise own workload.
- Make constructive recommendations to help the business improve its offerings to customers.

Benefits //

- 28 Days Holiday, increasing with years of service
- 5% Employer Pension Contribution
- Hybrid Working
- 35 Hour Week
- Ability to accrue flexitime

To apply, please send a copy of your CV to:
charlotte.hope@ik-worldwide.com