

Technical Sales Consultant – Rigging & Trussing

Location: Field Based covering UK
Hours: 40 hours per week – between core hours 8.30 – 18.00
Monday to Friday with occasional evening and weekend work
Reports To: National Sales Manager

About You:

As a self-motivated technical sales professional, you will grow and support our rigging, trussing and staging business within the UK. Acting as a brand specialist for the Prolyte range of products and other associated brands, you will support colleagues with their sales as well as develop and manage your own account base. You will strive to meet and exceed both revenue and margin targets whilst maintaining a high level of customer service.

Key Responsibilities:

Your primary role will be the development of new clients/opportunities, advising and selling to existing clients and representing and championing Prolyte and associated products.

You will be expected to:

- Identify new commercially viable business opportunities
- Meet agreed sales revenue and gross profit targets
- Develop and maintain strategic business relationships
- Follow up on your leads and those generated by trade shows or incoming enquiries
- Produce accurate quotations for customers
- Ensure all sales projects are delivered on time and within the customer's budget
- Visit customers and demonstrate a varied range of technical equipment
- Liaise with internal departments including Operations, Accounts and Purchasing
- Attend industry functions and trade shows where directed, to build and maintain our presence in the market
- Be aware of new and existing competitors and their effectiveness in the marketplace
- Be aware of the new products in the marketplace
- Be an ambassador for the Stage Electrics brand and sister companies
- Undertake any other reasonable duties as instructed by your line management

About Your Skills & Experience

You must be able to demonstrate the following:

- Strong rigging, trussing, lifting and temporary staging experience, gained from working in a hands-on environment.
- Confidence in communicating with a wide range of stakeholders
- Being capable of using your own initiative and be able to work under pressure
- Able to manage your own time and work with other team members to ensure the timely completion of required tasks.
- Enjoy dealing with new people and able to gauge potential sales opportunities
- Be able to present yourself professionally in different sales environments
- An understanding of the complexity and pressure around a live performance
- A thorough understanding of Health & Safety compliance in the rigging & entertainment industry

The following skills are desirable but not essential:

- Good sales knowledge and experience
- A working knowledge of CAD and the ability to understand stage plans
- Good IT skills

The successful applicant must have a valid, full UK driving licence. Travel throughout the UK is a key element to the role. Specific brand and product training will be provided where necessary.

Applications should be sent to paul.rougton@stage-electrics.co.uk

Closing date – 31st August 2022