



## Regional Sales Engineer / Representative – Fluid Sealing Products

Birmingham (Smethwick): Covering the Midlands area

£Competitive + OTE + Company Car + Mobile Phone + Pension

Excellent opportunity on offer for an experienced and ambitious sales engineer / representative to join the UK's leading distributor and stockist of fluid sealing products.

As an M Barnwell Services Regional Sales Engineer / Representative you must be a self-starter who's highly motivated and results-orientated.

The Role:

Reporting to the Sales Director you will be targeted with generating new profitable sales leads and developing growth with existing customers. Other day-to-day duties include:

- Field base role working with a variety industries
- Conduct meetings with customers to clarify their fluid sealing usage / requirements
- Establish and maintain current customer relationships (respond to customer requests, manage and resolve customer issues)
- Provide effective product demos for end-user customers as well as for the resellers
- Support the reseller communication channel throughout the sales process

### REQUIRED SKILLS AND EXPERIENCE:

- Previous business-to-business sales experience and have worked with or selling fluid sealing, gasket or engineering related products
- Exceptional verbal and written communication skills
- Outstanding phone skills
- Ability to work collaboratively and effectively in a team-oriented environment
- Ability to influence, negotiate and gain commitment at all organizational level
- Decision-making, problem resolution and creative thinking skills
- Personal drive and internal motivation toward high achievement
- Full UK Driving Licence