

TECHNICAL SALES REPRESENTATIVE

JOB SPECIFICATION



Technical Sales Representative

Term: Permanent

Hours: 37.5 per week (Mon – Fri 08.30 – 16.50)

Title: Technical sales representative

Location: Office based - Runcorn

Qualifications: Minimum A level / HNC Chemistry

Experience: At least 2 years' experience in a similar role

Salary: Circa £20,000

Job Description

- Generate quotations for customer's bespoke formulations
- Offer advice on possible alternatives where required
- Source supplies for new products
- Provide technical support to sales team
- Deal directly with customers via a range of methods (Phone, E-mail and face to face)

Skills / Qualities required

The candidate will need to be presentable and be able to deal with customers and potential customers in a professional and friendly manner. Experience dealing with customers in a sales environment is essential.

A good working knowledge of Chemistry is vital as this role involves pricing up jobs for new blends. The candidate must be able to calculate the different amounts of chemicals required to make up formulations expressed in different ways such as Molarity, Normality, % w/w, % w/v

Knowledge of legislation surrounding the supply of chemicals would be an advantage particularly CLP regulations regarding packaging and labelling of hazardous chemicals. This is important as the candidate will need to select the appropriate packaging for each product.

The candidate would be expected to be conversant in the routine functions of Microsoft Word and Excel.

Future Prospects

For the right candidate there will be the opportunity to progress into a field based sales role after a period of 12 months.

Any questions, or to apply for this position; please do not hesitate to contact a member of our team through jointhesalesteam@reagent.co.uk – Thankyou.