



European Technical Sales Executive

OMEX Environmental Ltd



Job Title	European Technical Sales Executive		
Department/Group	OMEX Environmental Ltd		
Location	King's Lynn, UK		
Level/Salary Range	Enquire Within	Position Type	Permanent Full Time
HR Contact	Ally Edwards	Date Posted	6th March 2023

Applications Accepted By:

Email: careers@omex.com
For the attention of Ally Edwards

Interviews will be scheduled once candidates have been reviewed.

Job Profile

The Company

OMEX Environmental Ltd. manufactures and exports a wide range of micronutrients for the AD and Biogas Industry as well as nutrients and neutralisers for all types of wastewater treatment, nationally & internationally. OMEX is an innovative and exciting place to work, and offer a number of employee benefits.

The Role

As a European Technical Sales Executive you will report to the European Sales Manager and will be helping to increase business within Europe by creating sales within existing and new markets. Working away from home will be expected.

Key Tasks

- Visiting existing European customers, maintain and increase current business levels by reporting and troubleshooting customer queries
- Developing accounts by analysing customer's buying history; suggesting related and new items; explaining technical features
- Developing sales opportunities by researching and identifying potential accounts; cold calling new accounts; building rapport; providing technical information and explanations; preparing quotations
- Following up leads provided by company website enquiries and converting into sales
- Using CRM Database; currently Microsoft Dynamics Navision
- Assessing competitors by analysing and summarising competitor information and trends; identifying sales opportunities.
- Maintaining and improving quality of service by recommending and improving policies and procedures
- Analysing the market and identifying target countries
- Updating job knowledge by studying new product descriptions; participating in relevant exhibitions and seminars.
- Accomplishing department and organisation goals by accepting ownership for new and different requests; exploring opportunities to add products and value to key product ranges



European Technical Sales Executive

OMEX Environmental Ltd

Key Tasks continued...

- Ensuring effective marketing campaigns and technical support structures are formulated and implemented

Training on products, services and applications will be given whilst based in the UK for a period of approximately 6 months to a year dependent on business requirements.

Qualifications and Education

- Fluent in English plus at least 2 European languages
- Academic education to a degree level or as a minimum A- Level standard, inclusive of science-based subjects, such as Environmental Sciences, biology or chemistry, with excellent quantitative skills
- Strong European commercial background
- Proven track record of securing new accounts and working with distributors

Personal Skills

- Personal integrity with resilience, tenacity and a mature attitude
- Working from home requires a self-reliant, disciplined and highly self-motivated approach
- Planning skills and effective time management are paramount.
- Have the stature, technical authority, and interpersonal skills to develop strong working relationships, with customers and colleagues.
- Clean UK driving licence.
- Valid passport with at least 6 months remaining.

Benefits

OMEX offer a range of employee benefits from global opportunities to additional support to ensure our people get the most out of Growing With OMEX. Employees benefit from an excellent remuneration package, including a Contributory Pension Scheme and contributory health care scheme. All training will be provided and relevant IT equipment will be made available upon commencement.



Want to know more about this role?

Speak to our OMEX HR Manager

Ally Edwards

01526 396002 | allye@omex.com