

Regional Sales Manager – UK and Ireland

Job description

Company Description

ForenteQ Limited is a top supplier to the UK and Ireland's forensic science community, representing over 16 worldwide suppliers and 100+ innovative products including forensic light sources, fingerprint development instruments, laboratory and photographic workstations, evidence screening systems, ballistics investigation tools, trace evidence analysis, and more. Founded in 2015, the company offers installation and training of equipment along with competitive service and maintenance support packages with ISO17025 traceable calibration. ForenteQ Limited is an ISO9001:2015 (UKAS) accredited organization.

Role Description

This is a full-time Regional Sales Manager role with ForenteQ Limited. As a Regional Sales Manager, you will be responsible for managing and developing customer relationships, identifying new business opportunities, and achieving sales targets within the assigned region. You would also be responsible for managing a small team of people.

Our business is focused on the provision of highly technical innovative forensic science instruments and the support of these products post sale. The ideal candidate should be able to converse confidently with customers on a technical and commercial level. We are looking for a mature, hard working candidate that has the skill set to grow into this role which in time has the opportunity to develop into a Director position.

This is a hybrid role based at our offices initially with flexibility for home office working. We are looking for a self motivated person that can build on the strong reputation of ForenteQ increase our customer base. The position does involve travel throughout the UK and Ireland.

Qualifications

- Proven experience in sales and account management

- Strong negotiation and communication skills
- Ability to build and maintain relationships with customers
- Knowledge of the forensic science industry and products
- Self-motivated and target-driven
- Excellent organisational and time management skills
- Ability to work independently and in a team
- Bachelor's degree in Sales, Business, or a related relevant field such as existing forensic science background.
- People management skills
- Clean criminal record and driving licence required

Qualifications

- Excellent written and verbal communication skills for customer service
- Technical Support experience
- Ability to work independently and remotely
- Strong organizational and time management skills
- Familiarity with forensic science industry and equipment would be helpful but not essential

Benefits

- Competitive salary dependent on experience
- Company bonus
- Car allowance
- Pension
- Private healthcare

Please forward applications in writing to paul.butler@forenteq.com with CV/Resume.