JOB SPECIFICATION

CREAT3D
ADDITIVE MANUFACTURING SOLUTIONS PROVIDER

> **POSITION:**

TECHNICAL SALES ENGINEER

> **LOCATION:**
CREAT3D, Reading, Berkshire

> **ROLE TYPE:**
Permanent, Full Time

> **SPECIALISM:**
Markforged Metal & Composite Technical Sales Engineer

Markforged
Authorized Value Added Reseller

THIS IS ROLE IS FOR A DRIVEN, PASSIONATE INDIVIDUAL WHO WANTS TO OPERATE IN A HIGH-GROWTH INDUSTRY, SPECIALISING IN SALES OF ADDITIVE MANUFACTURING SOLUTIONS TO ENGINEERING AND MANUFACTURING COMPANIES. WE ARE LOOKING FOR AN "ENGINEER AT HEART WITH A COMMERCIAL MIND"

> ABOUT CREAT3D

CREAT3D is a fast-growing, fresh-thinking company operating in the innovative and exciting sector of Additive Manufacturing (3D Printing).

CREAT3D is an award-winning, market leader in its field, consulting on and supplying the best Additive Manufacturing technologies, solutions and services to a wide range of business customers including blue-chip companies spanning industries such as Automotive, Motorsport, Engineering, Consumer Products and Manufacturing, as well as Universities and Colleges across the UK.

We are focused on delivering excellent service and providing our clients with a continued premium experience.

We work with awesome innovative brands including Markforged, Nexa3D, Formlabs, BigRep, ParaMatters, MakerBot and Ultimaker.

We are looking for motivated, talented people who like a challenge!

> THE JOB

- Sell a specific product range of composite and metal 3D printers from class-leading manufacturer Markforged, which offers our customers unique and highly desirable capabilities, together with large cost savings and efficiency benefits
- Create and close new business sales and grow ongoing business in those accounts
- Create happy customers
- Sell on a consultative basis, providing the best solution for the customers' specific needs in Engineering, Manufacturing and Higher Education companies
- Generate new opportunities and handle all aspects of the sales process

> WHAT YOU'LL GET INVOLVED IN

- Coordinate with Marketing to build and run campaigns to generate and qualify leads
- Build a network and continue to grow your influence within your Accounts to help clients progress their Additive journey with CREAT3D
- Identify pain points and propose solutions to solve clients' engineering problems
- Manage multiple live, high-value sales opportunities
- Work effectively with other areas of the business to ensure all after-sales services are delivered
- Run a smooth sales process, CRM system and accurate documents
- Attend events and exhibitions, host meetings and demonstrations

> WHAT YOU'LL ACHIEVE

- Successfully sell composite and metal solutions into clients
- Achieve or exceed the agreed sales targets consistently
- Provide a high level of customer service and a positive customer experience

> SKILLS YOU'LL NEED

- Continual thirst to learn and a hunger to be the very best
- Hardworking and team player with a positive attitude
- Engineering related qualification, or related experience
- Excellent communication skills, both verbal and written
- Ability to understand and analyse customer requirements
- Ability to use own initiative and work with clients, suppliers and team members at all levels
- Exceptional organisational skills
- Keen attention to detail
- Excellent time management skills
- Fluent in the English language, both written and oral
- Full UK driving licence, with ability to travel nationally
- Proficiency in Microsoft Office

> BONUS SKILLS

- 6 – 18 months of professional experience and/or training in a sales environment
- Experience of Additive Manufacturing

> YOUR CAREER WITH CREAT3D

You'll benefit from:

- Receiving in-depth product and sales training
- Personal development, building industry knowledge and experience
- Opportunity to develop your role further into a specialism, Account Management, Applications Engineering or management roles
- Mentor programme with a Senior Director of the business
- Competitive salary with commission scheme
- Employee discount on 3D printers & consumables, free 3D printing, 24 days annual leave plus Bank Holidays, your Birthday off work, Employee Assist
- Programme (EAP) & Pension Scheme

DOES THIS SOUND LIKE YOU?

Email your CV and covering letter to work@creat3d.co.uk

CREAT3D
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