



CREAT3D

ADDITIVE MANUFACTURING SOLUTIONS PROVIDER

> POSITION:

SALES EXECUTIVE

> LOCATION:

CREAT3D, Reading, Berkshire

> ROLE TYPE:

Permanent, Full Time
09:00 to 17:30 Mon to Thurs
09:00 to 15:30 Fri

> 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, Manufacturing, Consumer Products and TV and Film, 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 Formlabs, Markforged, Nexa3D and UltiMaker.

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

> THE JOB

- Secure new business sales through skilled prospecting, lead generation and timely follow-ups
- Create happy customers by successfully selling CREAT3D products and services on a consultative basis, providing the best solution for the customers' specific needs
- Work closely with Marketing to generate leads from targeted campaigns, events and activities
- Hold in-person, virtual, onsite and offsite meetings and demonstrations
- Provide support to Sales & Marketing, Account Management and Engineering Teams to follow up with customers and book in ongoing sales and technical visits

THIS IS ROLE IS FOR AN
ENERGETIC AND
PASSIONATE PERSON
WHO WANTS TO
OPERATE IN A HIGH-
GROWTH INDUSTRY,
SPECIALISING IN SALES
OF ADDITIVE
MANUFACTURING
SOLUTIONS.

CREAT3D

> WHAT YOU'LL GET INVOLVED IN

- Identify and approach new businesses which fit within our target market
- Generate new business sales opportunities, in person, via phone calls, emails and social networks
- Coordinate with Marketing on CREAT3D's marketing-led sales approach to execute and follow up on campaigns
- Build a network; research prospective clients through the use of web/social media, internal databases and external tools to identify leads
- Identify new and further revenue opportunities
- Work with clients to consult, identify pain points and propose solutions to solve their engineering problems
- Successfully sell the appropriate range of products and services into customers
- Manage and maintain accurate prospect and customer account activity, pipeline and CRM system
- Produce accurate documents, quotes, reports and presentations
- Attend events and exhibitions to attract new customers
- Manage joint team diaries for Sales, Account Management and Engineering
- Host meetings and demonstrations at client sites and CREAT3D HQ

> WHAT YOU'LL ACHIEVE

- Happy customers with positive customer experience
- Meet or exceed agreed sales targets consistently
- Well organised, up-to-date systems and projects
- Development of an ongoing sales pipeline

> SKILLS YOU'LL NEED

- Continual thirst to learn and a hunger to be the very best
- Experience of Additive Manufacturing is desirable
- Hardworking and team player with a positive attitude
- High levels of enthusiasm and self-motivation
- Excellent communication skills, both verbal and written
- Excellent time management skills
- Exceptional organisational skills
- Professional, with excellent customer care skills
- Keen attention to detail
- Problem solver who can prioritise effectively and multi-task
- Ability to use own initiative and work with clients, suppliers and team members at all levels
- Fluent in the English language, both written and oral
- Proficient in Microsoft Office
- Full, valid UK driving licence, with ability to travel nationally

> YOUR CAREER WITH CREAT3D

You'll be joining a fast-growing business within an expanding industry

- Opportunity to develop the position further or into other specialisms incl. Industry Specialist, Account Manager, Technical Sales
- In-depth product and sales training will be provided, and the successful candidate will also gain personal development, industry knowledge and experience
- Competitive salary with commission scheme
- Employee benefits incl. 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 (where applicable)

DOES THIS SOUND LIKE YOU?

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

0800 689 1011

info@creat3d.co.uk | creat3d.solutions or order online at creat3d.shop

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