

## Inside Sales Representative

**Based at:** Astech Projects- Head Office

**Position reports to:** CEO

**Purpose:** To generate and manage sales of Astech's products and services within the laboratory automation sector.

### The Organization

Astech Projects are a leading supplier of robotics and automation solutions to a global customer base and part of the Schauenburg International group of companies; a technology business with more than 30 sites worldwide. Our technology has been adopted by many of the world's leading companies within Laboratory Automation and Manufacturing Automation, including pharmaceutical, medical device, consumer healthcare, chemical, life sciences, aerospace and automotive. Astech are recognised as a leading automation company for our ability to provide innovative and cost-effective automation systems.

Astech provide a full project life cycle "From Concept to Completion" and offer a comprehensive system support service called REACTS® providing peace of mind for the lifetime of the system. We hold ISO-9001 and TickITplus accreditation and undergo regular customer and third-party quality audits.

### Core Role Description

The Inside Sales Representative will be responsible for supporting the Regional Sales Managers. The role involves communicating with and presenting to both new and existing customers.

The key responsibilities of the role are to generate and nurture leads at all stages of the sales process. The role may involve travel both in the UK and overseas where it is deemed necessary.

### Key Tasks and Responsibilities:

- Finding, researching, and contacting potential new customers within the laboratory sector using methods like cold calls, emails, social media and attendee lists
- Communicating with customers to understand their needs, challenges, and requirements to identify sales opportunities
- Explaining and demonstrating the features and benefits of products or services to potential clients
- Assisting in arranging, and delivering, a company presentation digitally/virtually, or at their place of business, using PowerPoint
- Maintaining CRM database with all prospects, leads, opportunities and customer information
- Acquire and maintain a thorough knowledge of all the company's products / services and an understanding of their application
- Work with the Applications team to produce high quality quotation documentation and take responsibility for presenting the quotation to the customer with a view to selling the product/service
- Working with marketing team to build a strong sales pipeline and coordinating with other departments as required
- To assist the CEO with quotation costs and bid reviews and to input accurate and direct customer feedback to the Applications team
- To manage the customer through the sales process and act as a liaison between the customer and Astech

### Essential Requirements:

- Minimum 2+ years experience in sales or a similar role



## Inside Sales Representative

- Full UK driving license and be prepared to drive both in the UK and overseas.
- Willingness to travel (UK, Europe, USA) as required.
- Proficiency in Microsoft Office.

### Remuneration Package

Salary: Competitive

Hours: 37.5

Holidays: 25 per annum

Workplace Pension: 5% employer contribution