



May 2017

Technical Sales Manager

Inductosense is a spin-out company from the University of Bristol developing novel embedded wireless sensing technology. Our battery-free sensors can be integrated into products or structures enabling through life inspection, leading to reduced costs and increased safety for customers. We have contracts from major companies within the oil & gas and nuclear industries and we have an aggressive development plan to grow the business.

We are looking for a technical sales manager to work with the CEO and Business Development Director to deliver on this plan.

Responsibilities:

- Liaise with customers on a technical level to better understand customer needs and identify new business opportunities
- Initiate and undertake customer demonstrations and sales presentations
- Put together proposals and negotiate and close contracts
- Work closely with the Applications Engineers to verify the capability of the Inductosense technology in specific applications
- Project manage high value contracts
- Coordinate after sales service and technical support
- Support field trials
- Attend tradeshows, conferences and provide information on market trends and competitors

Required

- Degree in Engineering
- Oil&Gas industry experience
- Comfortable in selling to all levels in an organisation
- Strong customer focus
- Excellent communication skills
- Ability to work to sales targets and close contracts
- Willing and able to travel internationally regularly for customer visits and tradeshows
- Experience with NDT techniques
- Right to live and work in the UK.

We offer a competitive salary and share options scheme and the opportunity for growth with the company. We are based at the Engine Shed next to Bristol Temple Meads train station in a dynamic start-up environment.

For further information please contact matt@inductosense.com, 0117 915 1286

Deadline for applications: 31st May 2017