



Job Title:	Scientific & Technical Sales Engineer
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The Company

Planet Ocean Ltd was established in 2003 and is a rapidly growing business based at our modern, purpose-built offices and workshops in Camberley, Surrey and with a Research & Development group based at the National Oceanography Centre Southampton. Planet Ocean represents the world's leading manufacturers of marine scientific instruments as manufacturer's agent and operates mainly in the UK.

We operate in the "Blue Economy" space which is one of the highest growth sectors in the UK and offer cutting edge technology from gold standard providers.

Planet Ocean also offers a growing range of in-house designed and manufactured products for sale worldwide and are active in the field of Autonomous Underwater Vehicles (AUVs) through their sister Company ecoSUB Robotics Ltd. The company is a technically lead, customer focused organisation seeking to offer the best technical and commercial solutions to its customer base, which currently includes marine research, universities, defence and energy sectors. Planet Ocean is accredited to ISO-9001 and ISO-14001.

Summary of Position:

- Responsible for sales of marine science technology products
- Support the achievement of annual sales targets in line with company business strategy
- Build long term relationships with all relevant personnel in customers organisations
- Represent Planet Ocean at public forums and trade shows
- Organising and undertaking product demonstrations
- Represent the company in a positive and professional manner at all times

The Role:

This is primarily an office based appointment, but we encourage travel to customers typically within the UK and attendance at key exhibitions, conferences and seminars. Occasional visits to our partner's facilities overseas for product training will also be required.

To be responsible for the generation of sales leads, preparation of sales quotations, management of the sales process, conversion of enquiries into orders and subsequent contract management through to delivery and after sales support.

To maintain and ensure accuracy of price lists and other product information.

To maintain contact with our worldwide suppliers to ensure accuracy of information for our web presence and gather news worthy information, as well as occasionally organise workshops and seminars in conjunction with our partners.

To illuminate the company and its products and services within the market place using social media and other e-marketing techniques where appropriate and help achieve profitable sales across the product range of the company to existing and new customers. Ensure that the sales process is efficiently and effectively executed to maximise customer satisfaction and firmly establish Planet Ocean as the supplier and partner of choice. To utilise and maintain the company's sales process and CRM system (Salesforce) and ensure its accuracy.

This position would suit a degree qualified sales professional with a background in a high technology environment, ideally environmental based, or alternatively a marine scientist wishing to make the transition to the commercial world in a growing company with excellent career progression opportunities and benefits. Full technical or sales training will be provided. The successful candidate will have excellent interpersonal skills and a high level of PC literacy.

Planet Ocean Ltd is a small but dynamic Company, and this role allows the candidate to engage with the sales process from enquiry through to delivery and beyond.

The position reports directly to the Sales & Business Development Manager.

Key Responsibilities:

- To seek out sales opportunities through attendance at events, market research and monitoring sector news, journals and other media
- To respond to incoming enquiries and prepare quotations and proposals, as required
- To work with potential customers, supporting their activity to offer best service and enhance the company's opportunity conversion
- To offer first line post-sales customer support, including supporting on-going service and calibration services, and coordinate company responses to maintain the highest levels of customer satisfaction at all times
- When required, to organise and attend workshops and seminars in conjunction with our partners
- To provide the Sales & Business Development Manager with data reports, as required
- To keep up to date with in-house and partners technology and product advances, commercial processes/procedures and company structure/initiatives to ensure knowledgeable discussions with customers and enable efficient progressing of operational issues
- To enhance the reputation and profile of Planet Ocean, promoting the company name, brand and capabilities through scheduled e-marketing activities

Skills and Experience Profile:

- Knowledge and experience within the oceanographic marketplace, particularly in the academic, research and survey sectors would be advantageous, although experience in any environmental, related organisation would be a benefit
- Proven sales ability, ranging from the creation of effective sales proposals to consistent achievement of sales targets within challenging environments would be a benefit.
- Can learn quickly when facing new problems, enjoys the challenge of unfamiliar tasks and quickly grasps the essence and the underlying structure of the tasks in hand
- Excellent written and general communication skills
- High level of IT competency, particularly with Microsoft Office products
- Familiarity with Salesforce CRM would be beneficial
- Ability to self-organise and work with initiative under minimal supervision is essential
- Ability to work under pressure to deadlines, using time effectively and efficiently, concentrating efforts on the more important priorities
- Sound commercial acumen
- Graduate level in either sales & marketing or environmental science
- Own transport is essential

Personal Attributes:

- Personal drive and enthusiasm
- Proactive
- Goal driven
- Tenacious
- Influential
- Excellent planning and organisational skills
- Analytical approach
- Attention to detail
- Self-reliant but ability to work well with others
- Judgement
- Excellent verbal and written communications skills
- Well-presented and with great inter-personal skills

Salary & Benefits:

- Salary as determined by the board of directors, and may include profit sharing at the discretion of the board and dependent upon experience
- Holiday entitlement is 20 days paid annual leave in addition to public holidays increasing to 25 days with continued employment
- A non-contributory pension scheme is offered after 6 months employment

Applications should be made in writing or by email and include a current C.V. to:

Mrs C. Sloane
Planet Ocean Ltd
Unit 16, Camberley Business Centre
Bracebridge
Camberley
Surrey
GU15 3DP

T: +44 (0)845 1081457

W: www.planet-ocean.co.uk

E: carole@planet-ocean.co.uk

