

## Technical Sales Executive

**4E Futures** are a leading electronics manufacturer working within the Medical and Defence sectors based just outside Salisbury. We manufacture inhouse a variety of electronics at various stages of their lifecycle, supplying clients all over the world with ground-breaking technology products.

4e are looking for a **Technical Sales Executive** to lead all sales and marketing activities in line with the company's growth strategy, working with both existing and gathering new clients.

### What you'll be doing:

- Building and maintaining relationships with clients through regular communications.
- Responding to incoming new enquiries, validating, understanding clients' requirements, and providing quotes.
- Generate new B2B leads through various channels.
- Prepare proposals, quotations, and contracts.
- Use of CRM system.
- Reporting of monthly KPIs and delivery of agreed Sales Targets.
- Capture client feedback.
- Oversee marketing & lead generation activity.
- Organizing and running of industry trade shows.

### Skills & Abilities:

- History of technical sales in a B2B environment is required.
- Exceptional communicator and great negotiation skills.
- Experience in commercial contract negotiation.
- Must have a 'self-starter' approach to the role and day-to-day activities.
- Strategic thinker
- Collaborative mindset
- Ability to manage multiple projects with attention to detail. Time management and planning skills.
- Familiar with using CRM systems.
- Experience working in contract electronics manufacturing would be beneficial.
- Full driver's license and access to a vehicle, travel may be required.

### Preferential

- Passionate about emerging tech and sustainability
- Business/ commercial degree

### Hours and Pay range:

- Job Type: Full-time, Permanent

# JOB VACANCY



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- Salary: £30 - £37k depending on skills and experience, Plus performance related bonus
  - Key benefits – Onsite parking, Company Pension.
  - Holiday – 4 weeks to start, 1 additional day per year of service to 25days, plus bank holidays
  - Hours Mon – Fri 8:30 – 17:00
  - Location office based (Alderbury) + travel.

If you think you have what it takes to join our team and the thought of working in a dynamic and growing business excites you, then we would love to hear from you!

Please send your CV together with a covering letter to: [emma.meehan@4e-futures.com](mailto:emma.meehan@4e-futures.com)