

Join NightSearcher (Est. 1989) to continue its global success as an award-winning designer and manufacturer of portable LED lighting solutions.

Lighting Field Sales Representative for UK (Sector TBC)

The Candidate

We are looking for a dynamic individual to join our sales team. To be successful in this role, a proven track record in gaining new customer business is essential. You must adopt a flexible approach, be organised and have a high standard of reporting which include verbal, numeracy and literary skills.

- The ideal candidate should have proven sales and business development experience in a similar field based role and must be target driven, achieving a target of circa 600K pa
- Possess a natural talent for fostering new client relationships which is key to building trust, business development and maintaining sales.
- Retain a positive and personable approach at all times when dealing with existing and potential clients over the phone or face-to-face.
- Have experience of creating reports & quotes and be able to respond to customer queries in a timely fashion.
- Previous sector experience is desirable but not essential as full training will be given.

Main Duties

We have lots of new and exciting lighting solutions which we are about to launch and you will have a pivotal role in ensuring their success in the market place.

- This role requires a methodical approach to ensure key contacts are kept up to date regularly and that information is recorded correctly.
- You will be required to visit new and existing customers for 3-4 days a week and be based at the NightSearcher office at other times.
- Attend all NightSearcher exhibitions and follow up on sales leads.
- Create monthly sales report and ensure CRM is up to date.

In Return

- You will receive a competitive salary pending experience, with uncapped bonus.
- A company car in line with Company Car policy, Mobile phone, Laptop, Tablet and dedicated desk in the office.
- Enjoy a 35-hour week; Monday to Friday 9-5pm with 20 days annual leave plus 8 bank holidays. Increases to 25 days leave with length of service.

To apply please submit a current CV by email to **hr@nightsearcher.co.uk** or by post to HR Department, Unit 4 Applied House, Fitzherbert Spur, Farlington,

Portsmouth, Hampshire, PO6 1TT. Please demonstrate how your experience or qualifications meet the criteria of the role.