

## Technical Sales Representative

The successful candidate will be responsible for technical sales, **growing existing business and seeking new opportunities.**

You will provide **technical/project leadership** and innovative solutions including guidance, supporting **product development** through registration and product optimization.

The candidate provides **strategic, expedient, and efficient** preparation of client deliverables that meet current local, regional and ICH regulatory and technical requirements and acts as liaison with internal and external clients in the provision and marketing of these services.



### Key Responsibilities ☞

#### Outcomes:

- ✓ Identify and execute business development plans for new & existing accounts.
- ✓ Regular travelling of the UK & Europe visiting existing and new potential clients and exhibitions.
- ✓ Research and plan new project opportunities.
- ✓ Knowledge and management of regulatory & compliance needed for all products e.g., REACH requirements.
- ✓ Identify and execute profitable sales opportunities creating win/win scenarios.
- ✓ Manage and Develop Product Range of own and Lead to the further sales team.
- ✓ Be able to identify gaps in the market and strategic gains for the company.
- ✓ Identify new products in the personal care and nutrition market.
- ✓ Monitoring the market and identify market potential.
- ✓ Research green, sustainable alternatives to introduce and present to the sales team.
- ✓ Develop relationships and ensure regular communication with existing customers via visits, email, and telephone to maintain and grow current business; become their 'go to' person.
- ✓ Use your technical knowledge to help the sales team offer recommendations and technical support to all Ascot's clients.
- ✓ Work in the laboratory on small formulation and innovation projects.



### What you'll need – Qualifications ☞

#### Knowledge:

- ✓ Minimum BSc, preferable an MS or PhD in Chemistry, Biological Science, Toxicology, Environmental Science, Regulatory Toxicology or equivalent.
- ✓ Strong interpersonal and communication skills.
- ✓ The ability to work effectively in a fast-paced and dynamic environment.
- ✓ Prepare and execute account development plans and strategies.
- ✓ The ability to think outside of the box on new projects and present confidently to implement to the sales team.
- ✓ Candidate must have Analytic & Prospecting skills.
- ✓ Must have strong Outlook & Microsoft Office skills.

#### Desired skills, not essential:

- ✓ Experience in value added sales solutions.
- ✓ Worked in the chemical industry.
- ✓ Product development experience



### Ascot International (1996) Ltd.

Ascot International is coming up to its 30<sup>th</sup> Birthday bringing many exciting opportunities for new business development.

Having just taken on a new adventure of 'Life Science' Structure, we are looking for fun, positive, driven individuals to grow this project and join our journey.

We are proud to be known for our can-do attitude and are rewarded in being our customers 'Go To' Person due to the relationships we build with both them and our suppliers globally.

If you are looking to for a new, stimulating opportunity and personal growth, Ascot is the **Home** for you.

Please send your covering letter and CV to our HR Manager, Roxanne, at [HR@ascot1.com](mailto:HR@ascot1.com).

If selected for further conversations, we will be in touch within 7 days of application.

We look forward to hearing from you.



#### Ascot Incentives:

- ✓ **Full-Time:** Permanent (Monday – Friday – 40 Hours, Early finish on Friday)
- ✓ **Location:** Manchester, Hyde (Office Based, with required travel to customers & exhibitions)
- ✓ **Salary:** Negotiable, dependent on experience
- ✓ **Pension:** Company pension
- ✓ **Healthcare:** Healthcare package
- ✓ **Wellness:** Gym Membership & 24/7 Wellbeing support for you and your dependants
- ✓ **Other:** Bonus Structure based on Sales Activity

