

Technical Sales Representative

Job Details

Job Ref: SB1373359UniTSR
Location: Newcastle, NE4 7PD
Contract Type: Permanent
Salary: Competitive with benefits per annum

We're looking for a Technical Sales Representative to join us at Lloyd Worrall Newcastle!

We rely on our Technical Sales Representatives to identify, develop and close profitable sales opportunities for the company through developing excellent external customer relationships and provision of technical support. Working with our Newcastle branch, you'll be part of a team where everyone is putting in the effort to offer brilliant customer service and get the job done.

Here's what you can expect to do as a Technical Sales Representative with Lloyd Worrall:

- Target key architects and develop strong relationships to develop specifications of architectural ironmongery, door sets, balustrades and security products/ access control
- Identify through effective communication with customers details of specific projects: budget, timescales, product requirements, alternatives, competition
- Identify and follow up with key decision makers on projects and develop strong relationships to influence decisions
- Gain information of competitor quotes to compare and identify key differences and or value engineer more price effective solutions
- Deliver CPD's to architects as a way of promoting the services and skills of Lloyd Worrall
- Identify where wider group, regional or national opportunities may occur and liaise with line manager about how these may be progressed

We know you are more than just a CV and embracing everybody's individuality is what makes us great as a team. We can give you plenty of training and equip you with the tools that you'll need to succeed as a Technical Sales Representative however, we are looking for someone with previous experience in ironmongery sales or strong sales experience in a similar field.

We know you're thinking "this sounds great, but what's in it for me?" Let us tell you:

- 23 days annual leave, plus bank holidays
- Company bonus scheme
- A contributory pension scheme
- Awards where our colleagues are recognised quarterly and annually
- A generous staff discount scheme
- A range of training and development programmes to help you progress your career

[Apply](#) lloydworrall.co.uk

Lloyd Worrall are part of Huws Gray



**Safe
Secure
Accessible**