

NOW RECRUITING

# Sales Specialist: Intralogistics - Global Key Account

## Overview

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This is a Key Account role for one of SICK's Global Corporate Key Accounts, designed and tasked to support and develop one of the world's largest retail companies for SICK (UK) Ltd and Europe Southwest Sales in Service Cluster (SSC03).

In order to understand and grow the defined strategic Global Key Accounts, SICK (UK) LTD is recruiting for a Sales Specialist to manage effectively the day-to-day sales development actions at site level and to gain influence. Reporting locally, collaborating internationally with Cluster SSC03 and the wider international team on Global Actions/Initiatives to ensure visibility, planning and sales growth across the SICK product/systems offering. They will be working alongside the Global Account Manager and teams consisting of Sales and Systems team members, supporting the account and its 3rd party suppliers. The successful candidate will have the necessary experience, process knowledge and drive to enhance the Company's customer service offer and grow SICK's presence in the account.

## About You

Working in a complex, challenging yet rewarding environment the candidate should be self-motivated and enthusiastic in their engagement with customer and internal teams. As the role offers high visibility across the SICK Group, it has opportunity for career growth. Giving the best possible customer experience, growing key networks, sales growth, uncovering future needs and gaining influence over the SICK Cluster SSC03 and the account should be your drivers. Attention to detail and deadlines should be second nature. Motivation, attitude, and clear communication/ interpersonal skills are essential. Ideally you would be centrally located in the UK and have the ability to travel with overnight stays on occasion. Due to the Global nature of the account, some meetings and observations may be carried out at unsocial hours and internationally.

## Reporting to

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Global Sales Account  
Manager, Amazon

## Contract

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Permanent

Home-based

Monday to Thursday

8:30am until 5:00pm

Friday 8:30am until 4:00pm

## Benefits

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- 24 days holiday, annual leave increases by one extra day, after the first completed year of service. Up to a maximum of 27 days
- Annual bonus scheme
- Pension plan (Employer contribution 6%)
- Life Assurance x4 Annual Salary
- Employee Assistance Programme

## Contact

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Ann Moss

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## Key Responsibilities

- Establishing and maintaining technical and application knowledge of SICK Automation products and services to understand their sales and technical benefits to the market.
- Establishing an expert knowledge in the retail automation market and its processes to identify trends and pre-empt future customer needs to enable plannable improvements for the SICK product portfolio.
- Developing and maintaining an expert knowledge of all application and system solutions relevant to the Retail market that are applicable to the respective Key account.
- Developing and maintaining an expert knowledge of all services offered by the Company, especially in relation to the Retail Market.
- Establishing and maintaining knowledge of competitors' products, prices and discount structures.
- Understanding relevant processes and applicable technologies throughout the accounts network to maximise opportunities.
- Achieving the sales targets by organising sales activities – ensuring the most cost-effective use of time – in order to
  - Identify sales opportunities and their conversion.
  - Telephone and visit customers and potential customers.
  - Maximize customer facing focus through on-site customer visits.
  - Make sales representations.
  - Effectively set up and demonstrate SICK products and their technologies.
  - Prepare and follow up sales proposals / quotations.
  - Inform customers of product developments
  - Offer application assistance.
  - Follow up enquiries and leads, including those from exhibitions, magazines, articles and other sales colleagues.
- Maintaining and managing CRM system
- In conjunction with the UK & Global Sales Management effectively managing all planning, control and reporting requirements including:
  - UK / Ireland Sales Bridge
  - Monthly Sales forecasting
  - Control of Segment Marketing events, i.e., Technology Days

## About Us

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SICK is a world-leading supplier of industrial sensors. Founded in 1946 by Dr Erwin Sick in Freiburg, Germany, it is a technology and market leader with a global presence of over 50 subsidiaries and associated companies.

However, SICK delivers more than just products. We provide customers with intelligent solutions and services tailored to their needs.

Like the company founder Erwin Sick, we see ourselves as innovators with the determination to improve a little every day – by listening to our customers and asking the questions that nobody has asked before.

As an employee, you can expect to work for a company where career development and quality of life do not have to be mutually exclusive! SICK is regularly ranked among the top companies in the 'Great Place to Work' competition (Germany).

- Working with the Product Management team and the UK & Global Sales Management to implement a training and experience plan to achieve expert knowledge in the industries' relevant products, system solutions and applications.
- Work closely and effectively with the Systems Plus & Product Management Teams in order to ensure that the technical solution is understood and clearly delivered to the customer.
- In conjunction with the Global Sales Manager, effectively coordinating support to the further sales subsidiaries across SSC03 to ensure global account actions, planning, forecasting and uniform approach to the account is carried out.

### **Essential Skills, Experience & Competencies**

- Formal qualification in Engineering to at least BTEC HNC/D level or industry-based equivalent knowledge and experience.
- Excellent and proven account management skills acquired in a similar role within the UK.
- Knowledge of or experience in working within sales in the large multi-site Retail End Users would be preferred.
- Knowledge of or experience in delivering Systems/Capital sales proposals and projects to multi-site End Users is preferential.
- Knowledge of or experience in material handling processes to understand the customer's needs from an application and business demand level.
- Demonstrate the ability to manage "Solution Sale" and to add value at each opportunity.
- Proven track- record and self-starter in sales growth and winning new business through network development and competence offered.