



Technical Sales Representative
Lincoln Electric UK Ltd
UK Based

Lincoln Electric is the world leader in the design, development and manufacture of arc welding products, robotic arc welding systems, plasma and oxy-fuel cutting equipment and has a leading global position in the brazing and soldering alloys market. Headquartered in Cleveland, Ohio, Lincoln Electric has 56 manufacturing locations, including operations and joint ventures in 20 countries and a worldwide network of distributors and sales offices covering more than 160 countries.

ROLE RESPONSIBILITIES

- Promote the sales of the Lincoln Electric product portfolio within the designated sales territory.
- Strive to achieve the designated sales budget for the sales territory with the goal to achieve annual organic sales growth.
- Develop new end user accounts & expand basket of products sold to existing customers.
- Promote the productivity advantages that Lincoln Electric solutions offer.
- Use the Salesforce CRM system to efficiently manage all sales activities
- Keep abreast of developments in the industry and commercial markets.
- Provide solutions and technical support, including demonstrations, within the designated sales territory.

ROLE REQUIREMENTS

- Mechanical/Electrical Engineering Degree with welding industry experience or other relevant qualifications and experience.
- High degree of presentational and communication skills.
- Broad knowledge of welding and cutting applications in the fabrication and welding industry.
- Relevant technical & commercial knowledge of the products and segments within the designated sales territory.

WE OFFER

- Bonus scheme
- Comprehensive CPD programme
- Pension scheme

Interested ? Send your CV and application to
spurnell@lincolnelectric.eu
and/or
hgreen@lincolnelectric.eu