

Sales Executive

Contract Type: Full Time / Permanent
Reporting to: Operations Director

About the Digital Manufacturing Centre (DMC)

Based at start-of-art facilities in Silverstone at the heart of the UK motor racing community, the Digital Manufacturing Centre is a national leader in Additive Manufacturing (3D printing) for the motorsport, automotive, aerospace and defence sectors. We have an incredible customer list ranging from formula one teams, to hyper car manufacturers, defence & aerospace companies.

We are an engineering-led, production manufacturing solutions provider rather than the traditional 'rapid prototyping' perception of 3d printing. This means we make a real difference to our customers on their journey from traditional manufacturing to a digital manufacturing capability.

About the Role:

This role is a key part of the sales team. The role involves lead generation – sending emails, following up with phone calls and building relationships with our current and future customers. Then responding with follow-up calls to understand the customer's requirements and work with the engineering and delivery teams to prepare quotes and win new work. This will be managed through a CRM system (currently Hubspot) and the production software AMFG.

About you:

You are outgoing, enthusiastic, reliable and with high levels of energy and a motivation to succeed which you will need to demonstrate during the interview process with evidence of your approach. You will be eager to win work and build a successful sales career and must be able to demonstrate attention to detail through written work and numerical accuracy.

Key Skills/Experience:

- Previous sales experience (including use of a CRM tool) preferably in technical sales.
- Full competent in MS Office (Excel, Word, Teams, PowerPoint)
- To understand the importance of KPI driven performances and the need to follow them
- To be able to work to tight deadlines within a dynamic/busy environment.
- To take responsibility for your own actions and be fully open and honest
- A positive, flexible approach with a can do attitude

Benefits:

We have a goal to become a leader in advanced manufacturing globally, and we acknowledge that we are going to achieve that aim because of our people. We invest in our staff and offer a competitive salary and benefits package along with the opportunity to develop within the business:

- 25 days annual leave
- Flexible working (business needs)
- Modern facilities
- Pool table
- Company events
- Referral scheme

Please send your latest CV to: careers@dmc-am.com

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<https://w3w.co/dozens.compelled.linen>