
European Sales Manager - Instrumentation

About ION Science Ltd:

ION Science has over 36 years of industry experience designing, manufacturing, and supplying PID gas sensors, gas detection instruments and leak detectors for a wide range of industries and applications. We are an unrivalled worldwide gas and leak detection company, with a team of workers who strive to deliver exceptional product quality and customer satisfaction. In 2022 ION Science were awarded the Queen's award for Enterprise for MiniPID Sensors. This is a fantastic opportunity to join our dynamic and growing team and be part of a well-recognised brand associated with quality.

MAIN PURPOSE OF JOB:

The main purpose of the role is to maximise gross profit from sales of ION Science instruments in the European Region. In the context of this role, the European region is defined as mainland Europe, Scandinavia and Turkey, excluding Italy, France and Germany (due to ION Science having subsidiaries/franchises there). To achieve the main purpose, the successful candidate will meet or exceed yearly sales targets and maintain or increase the gross margin of the territory.

JOB ROLE:

Reporting to the Head of Instrumentation, the role of 'European Sales Manager – Instrumentation' is responsible for selling ION Science's innovative range of personal, portable and fixed gas detection instruments via distribution and directly to end users. As a result, the role will require significant travel to the European region to:

- Manage and support existing distributors
- Identify, appoint and train new distributors
- Visit key accounts and existing users
- Visit prospective customers
- Identify and evaluate new business development opportunities (sales and new product/market development)
- Attend exhibitions and conferences

The role will also include:

- Working with the wider ION Science commercial team to ensure our customers receive excellent customer service and support
- Gathering market intelligence and feeding it into the business via visit reports
- Influencing future product development
- Working with the Head of Instruments to define a regional and divisional sales strategy
- Working with the marketing team to develop new content, events, webinars etc.

SKILLS/EXPERIENCE:

Required:

- Highly energetic, proactive, and motivated salesperson
- Minimum 3 years sales experience
- International sales

- Technical (physical) product sales
- Distributor management
- 2:1 Chemistry, Physics or Engineering degree (or equivalent experience)
- Able to convey complex technical topics with simplicity, both verbally and in written form
- Excellent interpersonal skills

Ideally candidates will have as many of the following skills and experience as possible:

- >5 years sales experience
- Sales of gas sensing or leak detection products
- Knowledge of PID (Photoionisation Detector) products
- Experience selling in European region
- Experience of using CRM, ideally HubSpot
- Experience selling to the following markets:
 - Oil and gas
 - Petrochemical
 - Pharmaceutical
 - Occupational health and safety

BENEFITS:

- 25 days annual leave + Bank Holidays (annual holiday increasing with service)
- Excellent employer pension contributions of 8% after probation
- Life Assurance of 4 times of pensionable salary
- In-house training
- Discretionary Annual Bonus
- On site shower & changing facilities
- Long term service awards
- Monthly lunch & drinks laid on by the company
- Sick Pay
- Christmas party
- On-site parking
- Private Medical with AXA
- Bike Purchase Scheme
- Car share scheme
- Early finish on Fridays

WORKING PATTERN:

- Monday to Thursday: 08:30 – 17:00
- Friday: 08:30 – 15:45
- Immediate start available
- Full time – Permanent position

LOCATION:

This role is based at the ION Science head office, located in Fowlmere, 10 miles south of Cambridge. The role is required for you to be on site.

Our Core Values:

Fun



**Embrace
change**



Respectful



Responsive



**Challenge the
status QUO**



Committed

See what our employees have to say about working at ION: <https://ionscience.com/en/careers/>

Due to the high volume of CVs we receive, it might not be possible to provide feedback to all applicants. If you are successful, we will be in touch to arrange a call with our recruitment manager.