



**www.continentalsports.co.uk**



### **Technical Sales Executive**

Salary 22-27K per annum depending upon experience.

Permanent 39 hours per week.

Occasional nights working away will be required.

25no Annual Holidays plus bank holidays with additional days granted after 10 and 15 years employment.

Company Pension scheme.

Based in Huddersfield.

### **About us**

Continental Sports: Established in 1964 we design, manufacture and install equipment for Sports Halls, Physical Education, Gymnastics and Trampolining including Trampoline Parks.

The exciting opportunity has arisen where Continental is currently looking for someone to join our sales department as a Technical Sales Executive who can help with continued demand and improvements to our services.

### **About the role**

Typically our engineers install our equipment in newly-built and existing buildings. To ensure the end product will interface with the building and will deliver the solution required by the end-user, the sales process involves detailed planning including discussions and meetings with Architects, Building contractors, FFE companies, Designers, Teachers and Entrepreneurs. This requires the provision of technical information on our products, suggesting solutions to potential installation issues, calculating prices of packages of equipment, providing AutoCAD drawings, negotiating prices, attending design meetings, undertaking site surveys, liaising with the drawing office and production departments to schedule projects. This role requires absolutely no cold calling as our marketing activities are undertaken in other areas of the business.

### **Who would this role suit?**

The successful applicant may come from a variety of backgrounds, experience of any of the following will be relevant:

- Architectural Technician - perhaps you are bored being an AutoCAD operator and want a broader involvement in all aspects of a project?
- Quantity Surveying - perhaps you are a trainee QS who has decided the building industry isn't for them but would like to develop on skills already obtained?
- Drawing Office Technician - you may work in the drawing office of an engineering company and you may also have some architectural knowledge and want to broaden your skills?
- Estimating - if you have experience working for a furniture company estimating for packages of furniture for new build projects or similar, you would have an ideal background for this role.

- Technical Sales - if you have been in a mainly office based sales role where people are effectively buying your trusted advice on a product related to the building, furniture or sports industry and you have an interest in sports equipment this role may be for you.

The successful candidate will need to meet the following criteria:

**Key Responsibilities:**

- Manage sales enquiries and guide clients through the technical requirements of our equipment.
- Creating bespoke quotations for each enquiry.
- Providing technical advice.
- Creating detailed AutoCAD layout plans and drawings.
- Undertake site surveys of buildings and equipment.
- Correctly enter and maintain data in our sales project QM and online ABI leads databases.
- Maintain a high level of After Sales service and continuity for clients.

**About you:**

- Be articulate, confident, enthusiastic and have excellent attention to detail.
- Have the ability to generate rapport, build customer relationships and communicate with people at all levels.
- Work well under pressure, managing a high workload & multiple deadlines simultaneously.
- Excellent telephone manner.
- Exceptional written and verbal communication skills.
- Strong IT skills with Microsoft office and Google Workspace applications.
- Good AutoCAD skills.
- Trimble Sketchup (ex Google) skills preferred.
- Driving Licence.

This role will require continuous training that will be provided to ensure there is a full understanding of the sales process and technical requirements for our equipment.

To apply please send CV and covering letter to [jobs@contisports.co.uk](mailto:jobs@contisports.co.uk)