lightricity

Technical Sales Engineer

Lightricity is a high-tech SME which has developed a unique light (photovoltaic) energy harvesting technology. Our technology provides power to smart devices and sensors without the need for disposable batteries, providing a sustainable and cost-effective solution for powering billions of smart devices and sensors.

We are selling into the watch and wearables market and are running field trials for an exciting new range of IoT sensor and tracker products, and are seeking a Technical Sales Engineer to join our team in Oxford. You will lead the growth of our customer base and drive scale-up of the business.

Responsibilities:

- Sales of Lightricity products into a range of markets and customers, including IoT solution providers, system integrators and wearables companies
- Managing the complete sales cycle and client relationship to agreed KPIs, driving sales performance and identifying the best accounts to target for growth
- To own and direct long-term customer relationships and be responsible for customer satisfaction
- Demonstrate expert knowledge of the sector, including the business strategy and products of competitors in order for Lightricity to be the supplier of choice in the market
- To create competitive, high quality and timely quotations, proposals, and cost/benefit analysis
- Identify opportunities for increasing the product range of solar energy harvester powered devices
- To represent the company at trade shows and conferences
- To use appropriate sales tools to effectively plan, deliver and forecast sales

Required skills/experience:

- Ability to win customers and to establish long term relationships
- Experience and proven track record of B2B technical sales
- Excellent communication skills
- To be competent in presenting technical and commercial information to customers
- Ability to work autonomously
- Strategic thinker, with strong planning skills and an attention to detail
- Full UK driving licence and willingness to travel
- Degree qualified
- Eligible to work in the UK

Desirable skills/experience:

- Track record of sales ideally within the IoT or electronic components and devices sector
- Ability to demonstrate 'value based' selling
- Experience and knowledge of IoT sensors
- Experience within a technical sales representative, sales engineer, sales consultant, business development manager/BDM or key account manager function
- Ability to develop and expand relationships within a customer's organisation
- Understanding of marketing strategy
- Knowledge/experience using CRM systems

To apply, please send your CV and a covering letter to jobs@lightricity.co.uk