



Position: Field Sales Specialist

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| Country: | UK | Location: | Poole Office/Field Based |
| Business Unit: | Research Essentials | Department: | RE Field Sales |
| Version Date: | V1 | Written by: | BU Manager |
| Position Reports to: | RE BU Manager | HR SOP Ref. No. | |

PURPOSE OF THE POSITION

To meet or exceed sales targets in line with Research Essentials BU objectives through territory business planning and direct selling activities within an assigned postcode territory. To be achieved by managing customer relationships and supporting all RE initiatives whilst working closely with colleagues in various departments as appropriate. The Sales Specialist will have an in depth knowledge of RE products, providing strong expertise to their customer base in an assigned territory and in line with all initiatives. As part of the RE team, active contribution to RE meetings and training sessions is required in support of the entire RE & RS Team and its goals.

ESSENTIAL JOB FUNCTIONS (key accountabilities)

- Generate strategic and tactical territory plans on a monthly basis in order to meet or exceed sales targets.
- Increase sales of RE products by initiative to meet or exceed territory sales targets.
- Maintain appropriate records in BW & SXP
- Understand market and competitor activity
- Develop new business with new customers to grow market share

BASIC QUALIFICATIONS

Education:

- ✓ *An associated Science degree or equivalent qualification*

Experience/key achievements:

- ✓ Comprehensive direct selling experience within a similar market sector with responsibility for negotiating business contracts that encompass commodity type chemicals and products that Sigma Aldrich Company Ltd provides to market i.e. Cell Culture, General Laboratory Chemicals, Solvents, Buffers, Detergents.
- ✓ The ideal candidate would have developed their sales experience within both the academia and commercial/industrial markets, thus being able to demonstrate an understanding of the different sales approaches necessary to effectively service both market segments.

Skills/Knowledge:

- ✓ A proven track record of exceptional results
- ✓ A proven ability to map and plan activities with particular emphasis on the prioritisation and identification of key requirements
- ✓ The personality, drive and enthusiasm to succeed
- ✓ Ability to communicate and conduct business programmes at senior management level
- ✓ Creativity & Innovation in respect to problem solving and developing new approaches
- ✓ Active team player approach

Note: This job description reflects management's assignment of essential functions and position responsibilities. This job description in no way states or implies that these are the only duties to be performed by the incumbent in this position and nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time. Requirements are representative of minimum levels of knowledge, skills, and/or abilities expected to meet job standards.



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ADDITIONAL LOCAL NEEDS:

Environmental conditions: Travel conditions include travel by car, plane, train and tube. Visits to customer base including research laboratories that may contain hazardous materials and animal research

Physical requirements: Ability to drive and spend extended periods of time in automobiles. Be proficient at using a computer for tasks detailed in skills above. Be capable of easily moving between customer locations including laboratories. Be capable of lifting and transporting boxes of literature and other supplied. Ability to travel overnight and stay away overnight as necessary.

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