



Outside sales representative (Basingstoke, Hampshire)

Job Summary

Are you looking to progress your career? An exciting opportunity now exists within our UK sales team.

Testo Industrial Services GmbH is one of the leading providers of metrological services for calibration and GxP services in Europe. These include calibration, test equipment management, qualification and validation. Our repair service and qualified training round off the service portfolio. As a subsidiary of the measuring instrument manufacturer Testo SE & Co. KGaA, we have more than 60 years of experience in measurement technology. Working at Testo Industrial Services UK is more than just a job. "Be yourself, Be together & Be passionate", our special „TIS Spirit“ can be experienced first-hand in the company every day.

Responsibilities and Duties:

Based at our main offices in Ramsdell, near Basingstoke, you will be responsible for driving business growth within our company. Developing a network of contacts to attract new clients, developing new business, and overseeing sales projects. This is an exciting opportunity for the right candidate looking to take the next step in their sales career. Previous experience selling technical services would be preferable, however full training on our range of services will be provided.

Expected to achieve sales targets as set by the company this role requires a proactive, self-starter, who can effectively manage the sales process through to customer order. Working within the current sales team, reporting directly to the Managing Director the main duties include.

- Meeting clients in person or virtually
- Presenting our range of services offered
- Establishing new business
- Maintaining accurate records in Microsoft CRM
- Creating and sending quotations
- Negotiating and winning orders and contracts
- Achieving monthly targets
- Networking – trade events and exhibitions

Qualifications and Skills

The role requires the following skills.

- Effective communication and sales reporting
- Excellent negotiating
- Strong IT knowledge with the ability to use social media professionally
- Self-motivated and target driven
- Commercially aware
- Resilient
- Focused

Salary and Benefits

Salary range

£42,000 to £47,000 per annum basic plus bonus

Benefits

- Company car
- 37.5 hours per week
- 25 days holiday + statutory bank holidays
- Pension – minimum 3% employee, 5% employer (fixed)
- Group Life Assurance
- Group Income protection cover

Apply now and contribute to the success of Testo Industrial Services.
Please send your application to info@testotis.co.uk

[Apply now!](#)