**Sales Associate**

Reporting to the Robotics Team Leader, our Sales Associate will be a dedicated and disciplined sales professional.

**Key Tasks**

* Act as Product Launch champion within the Sales team
* Work with Marketing Specialist to align demand generation and sales enablement programs across the Robotics Team
* Generate sales leads through telemarketing and record these in the company’s CRM, communicating them effectively to the Team Leader
* Formulate and implement sales plans for select client accounts
* Work closely with current and prospective clients to present their current and future requirements and propose suitable products and services in order to grow revenue or save costs for their organisation
* Record all available information on prospective customers’ environments and requirements, developing an understanding whether our offering will be a good fit or otherwise
* Complete bids, tenders, customer quotations and negotiate sales
* Organise and attend internal and external events, developing a proficiency in demonstrating the service robot/s to prospective customers and internal staff
* Assist the Team Leader to coordinate sales calls and ensure customers are experiencing excellent service

**Needs to have**

* A passion for sales
* Proven sales ability including strong negotiation skills
* Fantastic verbal communication skills especially on the phone
* Understanding of automation and its financial drivers
* Comfortable with ambiguity and able to work in changing environments
* A can-do attitude and a flexible approach