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VACANCY

Technical Sales Consultant – Scotland/Carlisle

Ireland & Scotland Division

Full-time, permanent

Role Summary:

Kersia, a global leader in biosecurity and food safety incorporates Holchem Laboratories Limited, specialist manufacturers of detergents and disinfectants. Kersia provide a unique technical hygiene service to the Food and Service Industries. Consistent growth and investment has enabled the company to develop into one of the UK's leaders in this market sector working in partnership with both blue chip and Independent Companies.

We are recruiting for a Technical Sales Consultant to join our Ireland & Scotland Division. The successful candidate will be responsible for:

- The servicing and support of end user customer accounts. (End-user customers include food processors and food manufacturers, and other varied Food production businesses.)
- Completing service reports on a bespoke service app to support sales, cost control, safety and sustainability objectives.
- Training staff on site for chemical safety and product applications.
- Surveying and prospecting for new end user customers.
- Updating both the CRM system and supporting service planner.
- Managing the relationship with distributors within the region.
- Providing input into the F&B team on marketing opportunities, service improvements and other progressive suggestions.
- Responsible for all aspects of health & safety within the role.

Key Skills / Attributes / Core Competencies:

- Experience working within the food hygiene industries or on-site technical service roles.
- Ability to plan for and manage multiple priorities.
- Understanding of the Kersia product range, applications and regulatory details. (Desirable, as full training is provided on these points).
- Full driving license.
- Experience working within a sales focused environment.
- Ability to continually improve quality and effectiveness in all activities.
- IT literate with a good understanding of Microsoft Office (Word, Excel, PowerPoint).

Personal Attributes / Core Behaviours:

- Excellent interpersonal skills to facilitate communication between teams and with customers and colleagues in person via email and over the phone.
- Flexibility with the ability to work as part of a team but also on own initiative.
- Ability to generate new business and maintain customer relationships.
- Organised and efficient to meet deadlines and deliver objectives.
- Calm and confident with problem solving skills.
- Strong attention to detail.

To apply for this position please email your current CV to hr@kersia-group.com.

The closing date for applications is Monday 27 May 2024.