

# External Strapping and Tooling Specialist

We are currently looking to recruit an enthusiastic and committed individual to be an integral part of our Samson Pallet Stability division. To become fully conversant with all types of strapping tool and strapping types, and advise customers the best and safest solution for the application.

The role will require you to meet monthly sales and GP in line with annual targets.

Previous experience is an advantage, but not absolutely necessary as full training will be given. A positive attitude and willingness to learn and help customers is more important.

Could suit someone who has had some experience as Sales Engineer.

You will need to be able to Implement new ideas and methods whilst continuing to seek ways of both improving contribution to the organisation's goals and enhancing the reputation of the company.

Carry out all duties in accordance with Samuel Grant Employment Policies and individual contractual terms and conditions of employment.

## **Keys responsibilities include, but not limited to:**

- To undertake calls predominantly in the North of the UK (but ad hoc could be anywhere in UK) and confidently present the concept of Samson Pallet Stability.
- Gather all information relating to customers current practice Understanding application; current method of securing and tool combination/load/transit cycle/is
- Highlighting where improvements can be made by SPS. (This could be a commercial saving, Operational saving or H&S improvement with best practice).
- Provide detailed technical proposals and work alongside office based/Internal tooling specialist, for them to provide quotations for sale/rental tools, strapping and ancillaries.
- Confidently train operators (on customer's site) how to strap packs in conjunction using H&S and best practice.
- Progressing new leads, and finding new prospects for sales pipeline.
- Market research for new prospects via Linked In and other Trade Associations
- Be able to work and demonstrate the tensile testing machine to confirm break load of parent strap and joint efficiency of seal. Provide detailed report with findings and recommendations.
- Competitor info and market conditions feedback.



- Attend PPMA and any other ad hoc exhibitions.
- Be familiar with Samson Nano, Slingshot and other product ranges offered by Samson Pallet Stability for multi-product offering where possible.
- Awareness of EUMOS 40509:2020 and implications of load stability in transit.

#### **Experience, Key Skills and Qualifications:**

- Strong Communication and Customer Service Skills
- Ability to build rapport and long lasting relationships
- Strong Influencing and negotiation skills
- Excellent analytical and I.T. skills with experience in Microsoft Excel, Word and PowerPoint.
- Strong attention to detail and good numeracy skills
- Strong planning and organising skills
- Would suit a technical/analytical thinker
- High Level of Maths and English required for reports, analysis and customer feedback in writing

#### **Benefits**

- A competitive salary will be paid to the successful candidate
- 25 days holiday per year plus bank holidays
- Contributory pension scheme in line with auto-enrolment and medical cash back plan