



Technical Sales Advisor

Job description

This is an exciting opportunity to join our growing company where you can really make an impact. We think this role would suit an experienced paint representative, decorating store manager or a senior assistant seeking a more varied and fulfilling role.

Directly reporting to the Commercial Manager, the purpose of this role is to provide the practical paint and painting expertise on a day-to-day basis. Alongside helping to develop both the existing relationship with our stockists in the UK and new business opportunities.

This is a varied role for the company, which the right candidate will be able to develop and make their own.

About us

We're Earthborn, an environmentally friendly designer paint brand. And we're dedicated to creating paints perfect for home decorators, interior designers and trade folk that are better for the planet, your home and your health.

Over the last 20 years, we have established ourselves in the UK as a credible, independent eco paint with a unique range of products. Selling through a network of paint retailers and merchants, interior design outlets and, increasingly, through our online shop.

We want to continue to increase our brand awareness, spreading the word about the special qualities of our paint to new and existing markets.

The post and responsibilities

You will provide the practical paint and painting expertise for the company on a day-to-day basis.

You will respond to technical queries from the public, trade, stockists and specifiers, on matters including paint selection, preparation and application as well as resolving technical issues experienced by customers.

Although paint production is subcontracted, a large proportion of paint is tinted on site or by stockists. You will be responsible for quality control to ensure the colour continuity of incoming and tinted product. This may include assisting tinting staff in colour matching.

Working closely with the Commercial Manager and Sales Development Manager to identify, convert and develop business opportunities.

Maintain effective communication links with our network of stockists in the UK.

Increasing stockist knowledge of our products through training and devising initiatives to build up awareness.

Drive revenue growth in line with the UK Business Plan.

Working closely with the marketing department to provide consistency instore with POS materials needed to successfully promote our product range.

As may be called upon, you will apply your knowledge and experience to support the Commercial Manager and colleagues in the promotion and specification of the company's products. This may include attendance at trade shows.

Experience and skills required

- The successful candidate will have good knowledge of paint and paint products including preparation and application, together with potential problems, their causes and remedy.
- They will have a confident and engaging manner when discussing matters with customers, stockists and specifiers and an ability to be diplomatic when resolving issues.
- Ability to build strong relationships, with a customer-orientated approach.
- Good IT and numeracy skills are also essential as is an ability to maintain accurate digital records.
- A basic knowledge of colour formulation and the practicality of tinting.
- The postholder will have a willingness to adapt and accept additional duties as situations arise.
- The core hours are 9:00 - 5:00 Monday to Friday, however the nature of the responsibilities may require additional hours to be worked.
- Although this is largely an office-based post, travel throughout the UK will be required with occasional overnight stays. A full driving licence is essential.

Salary based on experience and the ability to demonstrate the requirements of the role, as a guide £25,000 - £30,000.

Location: Office based, Frodsham, WA6 7FZ

