



Account Executive (Product Division) – Permanent role

Exeter, Devon

## Executive Summary

AnTech works across a wide range of applications including Coiled Tubing, completion equipment, wireline and drilling, with a focus on providing quality products to the highest levels of industry and safety standards. AnTech's design heritage has resulted in a wide portfolio of products, including an extensive range of electrical and fiber wellhead outlets. Our customers are some of the biggest in the service industry, and the company wants to continue to build and develop its product portfolio by introducing a number of new products to the industry this year.

## Purpose of Your Role

You will work alongside the Marketing team and report directly to the Product Sales Manager. You will form and maintain strong customer relationships in the upstream oil and gas industry in order to maintain and secure new business opportunities and establish the AnTech brand as the leader for all Product lines. You will be involved in presenting to clients and other AnTech contacts, with opportunities for international travel to meet customers at trade shows. With the company experiencing rapid growth, it is essential that effective systems and processes are put in place. You will facilitate this effort by supporting the sales process for the Product Division and providing impeccable service to AnTech's clients. The growth of the company will provide an opportunity for you to succeed and progress as the company expands.

## Key Job Accountabilities

- **Commercial Relationships & Networking:** Build strong client relationships and work with colleagues across the division to share best practice and maximise success.
- **Competition:** Understand competitor activity and ensure effective market intelligence so that AnTech can achieve #1 position in the market for its products.
- **Marketing Collaboration:** Alongside Marketing, execute commercial strategy, generate sales growth and meet brand objectives. Assist in creating company presentations to secure new business opportunities.
- **Budget Support and P&L Development:** Assist the Product Sales Manager with creating business models to establish P&L and revenue targets, and help evaluate P&L to drive profitability.
- **Sales Targets and Forecasting:** Use data analysis to assist in forecasting and, with the Product Sales Manager, achieve growth, revenue and volume objectives using innovative sales and marketing solutions.
- **Sales Support:** Responding to sales enquiries and ensuring all paperwork is correct and in place, co-ordinate with Production and Purchasing departments to process orders, after sales service, invoicing and payment checking, and domestic and international shipping responsibility.
- **Account Administration & Reporting:** Complete all required administration in a timely and accurate manner and ensure the maintenance of customer account files. Compile

monthly sales analysis for MD, Head of Sales and Marketing and wider senior management team.

- **Technical Knowledge:** Gain strong technical understanding of the company's product offering in the Product division.

## Qualifications required

- A minimum of a 2:1 in any of the following degrees: Business, Engineering, Physics or other related degree.
- Full European driving Licence.

## Essential Skills

- An ability to sell established and new products into a specialised market.
- Highly numerate with strong analytical skills and be able to spot trends and interpret results.
- Excellent written and verbal communication skills with ability to negotiate and build relationships across the business.
- Commercially savvy, with strong presentation and project management skills.
- Computer literate in full Microsoft Office suite with advanced proficiency in Excel.
- Highly organised, multi-tasker, and able to work autonomously under pressure.
- Budget Management and Forecasting.
- Self-starter with passion and ambition, driven by the challenge of growth and exceeding targets.

## AnTech Benefits

Competitive salary with 25 days annual leave on joining, in addition to 8 paid bank holidays. The company offers employees an opportunity to opt-in to a pension scheme, as well as participate in a company Share Incentive Plan where employees can contribute in the growth and value of the company.

## What AnTech looks for

- Employees with **integrity** and **capability**, with a strong desire to **influence** the upstream oil and gas market.
- Ability to set **ambitious goals** and overcome obstacles to achieve them.
- A **passionate** approach to work, seeing every day as an opportunity to **learn** and **improve**.
- Great **communication** to further build on the company's excellent reputation within the industry.
- A **collaborative** work ethos to continue to promote the AnTech culture of sharing of skills and expertise.

AnTech is proud to be an equal opportunity employer.

Watch our Brand Video



>> <http://www.youtube.com/watch?v=tHzPly6leFU>