

Inside Sales

Sealite Company Overview video - <https://youtu.be/-e8fC6tBZvE>

About Us

Sealite is the world's largest privately-owned manufacturer of solar-powered marine and aviation navigation equipment.

We lead innovation in our field and are widely represented with locations in the UK, USA and Singapore, shipping our market-leading products to over 100 countries.

Sealite aims to build a culture that celebrates success and strives for industry best practice in everything we do. We promote a safe, happy and healthy work environment and are excited to offer this role reporting to the European office in Lowestoft, Suffolk or utilise our flexible European working from home arrangement.

The Opportunity

This exciting role will support European sales growth across the marine industry. With excellent communication skills in English, the ideal candidate will also be fluent in either Spanish, French and/or German.

This position is responsible for working with the sales team to deliver sales and marketing campaigns.

About the Candidate

With a high work ethic and strong organisational skills, you will have the ability to positively influence a wide range of partners both domestically and globally. The successful candidate will also have:

- Demonstrable experience using Salesforce or similar CRM package.
- An understanding of integrated marketing, B2B sales cycles and market channels.
- Strong negotiation and project management skills with the ability to adapt to changing markets.
- Advanced Microsoft Office skills.
- Knowledge of Navigation Aids or the Marine industry is a distinct advantage.

Some of the responsibilities of the role include:

- Generating highly qualified leads through multi-channel marketing and identifying key influencers.
- Supporting the business development team across all aspects of the sales cycle.
- Providing superior customer service to new and existing customers by phone and email.
- Providing outstanding support to your colleagues in preparing and processing quotes and sales orders and arranging meetings and sales calls with customers.

Whilst this role is predominantly office/home based, there may be times when travel may be required to assist and support with trade shows or exhibitions. However, due to COVID-19, travel restrictions are currently in place until further notice.

What we offer in return

Sealite aims to build a culture that celebrates success and strives for industry best practice in everything that we do. We promote a safe, happy and healthy work environment that includes: -

- Annual salary review
- Statutory holiday
- A passionate group of colleagues with a common goal

An attractive salary will be negotiated with the nominated candidate, based on experience.

To apply

Please email your application to ukhr@sealite.com including your resume and covering letter outlining why you should be considered for this role. Applications should be addressed to:

Liz Mason
Office Manager
Sealite United Kingdom Limited
11 Pinbush Road
Lowestoft
Suffolk
NR33 7NL

To learn more about Sealite, visit our website at sealite.com

**Please understand that we cannot respond to each individual application. Only short-listed candidates will be contacted. **