



Job Description

Position: Sales Executive

Reports to: COO

Office Location: Remote/work from home/Bicester

Hours: Full Time 37.5 hours per week

Salary: competitive (plus sales commission)

About Nikalyte Ltd

Nikalyte is a small company that was founded in 2019 by scientists who are expert in nanoparticles and their applications. Nikalyte has since developed its first products and now supplies nanoparticle deposition equipment to academic and commercial labs around the world. Nikalyte's technology generates nanoparticles using plasma deposition in vacuum, with application in catalysis, electrochemistry, photonics, sensing, battery technology and life sciences. Nikalyte's products range from simple-to-use teaching tools to advanced research equipment and bespoke solutions, with units already in use in Montan University, Leoben and Oxford University Materials Department. The company is situated in the Heyford Park Innovation Centre close to Oxford.

The company is seeking an enterprising and enthusiastic person with an interest in technology to join the team to boost sales. You would be joining the company at an exciting time with Face to Face meetings with customers possible again and Nikalyte planning its first in person national and international events for later this year.

Role Description

As a sales executive your role will be to make sales and also be the first point of contact for customers. This will involve identifying potential customers online and making contact through telephone calls, email and in some cases visits. Another route will be attending exhibitions and conferences both to showcase Nikalyte's technology but also to speak to other attendees and to generate leads which you would follow up on afterwards. You would work as part of the team on these activities and support and help will be available, but you would take the lead on these activities. No experience is required but you would be expected to work hard and be able to learn quickly. A successful candidate will be a self-starter and not afraid to try new things and then learn from their mistakes. As an employee of a small and growing company you will also have the opportunity to grow with the business and mould the role to suit you. For a successful candidate who performs well earnings will be boosted by sales commission and the opportunity for unlimited career progression within the company.

Key Responsibilities

- To be first point of contact for customer enquiries
- To provide technical sales support
- To build sales pipeline
- To identify and apply for suitable tenders
- To visit potential customers
- To attend events (national and international)
- To build relationships and contacts within nanomaterials sector
- To utilize and maintain CRM system
- To process data in line with GDPR and privacy legislation

The above list is not exhaustive and you will be expected to undertake other tasks are within your capabilities

Skills

Essential

- Degree in science
- To be self-motivated
- Be able to travel nationally and internationally
- A flexible working approach
- Be able to work independently
- A outgoing and personable manner
- Ability to work to sales targets
- Full driving licence

Desirable

- A keen interest in technology and nanoscience
- Experience in sales or customer facing role

Terms and Conditions

25 days holiday entitlement plus bank holidays. Auto enrol Pension. Flexible working conditions. Life Insurance.

How to Apply

Please email a copy of your CV with a covering letter to Vicky Broadley at vicky.broadley@nikalyte.com
Closing date for applicants is 31st March
