



NIKKEN Kosakusho Europe Ltd.

NIKKEN Innovation Centre Europe
Brindley Way, Catcliffe, Rotherham S60 5FS
T: +44 (0) 1709 366 306 | F: +44 (0) 1709 376 683
info@nikken-world.com | www.nikken-world.com

Sales Development Representative

Hours: Monday to Friday, 9am-5pm (37.5 hours per week)

Location (On-Site): NIKKEN Innovation Centre Europe, Brindley Way, Catcliffe, Rotherham, S60 5FS

World-class engineering solutions provider, NIKKEN Kosakusho Europe Ltd, is looking for a Sales Development Representative to join our fast-growing Sales Team. The successful candidate will be proactive and business development focused, whilst also being passionate about providing an excellent customer experience.

Person Criteria:

We're looking for an individual from a Sales Development environment looking to take the next step in their career. With full training, support and excellent benefits, we're looking to speak to individuals with the following:

- Experience as a Sales Development Representative, with a track record of achieving sales targets.
- Graduate-level education in a related subject is also acceptable.
- Customer facing individual that is business development focused.
- Proficiency in CRM and lead generation software.
- Basic understanding of the Mechanical Engineering Industry, full training will be provided.
- Self-motivated, KPI driven and the ability to show initiative.
- Proficient in Microsoft Office, including Outlook, Word and Excel.

What NIKKEN offers:

- Competitive salary and commission structure.
- 28 days annual leave plus bank holidays.
- Extensive training programme on NIKKEN products.
- Excellent career progression opportunities.
- Opportunity to work for an innovative and respected engineering company with solid growth plans.
- State-of-the-art engineering facility to support customer sales, staff training and R&D of NIKKEN solutions.
- Continuous personal development training.
- Extensive support from internal sales, technical, marketing and service teams.





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About NIKKEN:

NIKKEN Kosakusho Europe Ltd is a leading supplier of world class precision engineering products such as CNC Rotary Tables, NC Tooling Solutions, Tool Presetters and Spindle Optimisation Solutions. Our elite product range makes us the number one choice for precision manufacturers, Original Equipment Manufacturers (OEMs) and Tier One suppliers operating in high value manufacturing environments.

The Role & Expectations:

Your new role will be focused on generating new sales opportunities through sourcing, identifying, and qualifying potential leads from inbound enquiries and outbound prospecting, to achieve our sales targets and company objectives. Your responsibilities will include the following:

- Develop effective sales strategies and assist the marketing department with proactive campaigns.
- Proactively identify new opportunities and customers for the NIKKEN range of products, using lead generation software.
- Contacting potential clients via phone call and emails to introduce them to our business, products and services.
- Following up on existing quotes and closing them out in a timely manner.
- Following up on event opportunities to generate new leads for the Regional Business Managers.
- Set up meetings or calls between (prospective) customers and Regional Business Managers.
- Updating our CRM system in order to ensure all customer contact is captured.
- Report on weekly, monthly, and quarterly results.

To apply, please send your CV and your interview availability to nikkencareers@nikken-world.com.

Alternatively, you can send your CV to NIKKEN Careers, NIKKEN Innovation Centre Europe, Advanced Manufacturing Park, Brunel Way, Catcliffe, Rotherham, S60 5FS.

