



Real Parts. Really Fast.™

Account Manager / Sales Representative
£25,000 to £35,000 OTE (uncapped commission)

Reporting to
Commercial Director

The Company

At Proto Labs, we're not only one of the fastest growing manufacturing companies in the UK, we're also the fastest in the world at what we do — so being extraordinary is a way of life. If you are looking for an extraordinary career opportunity, you've come to the right place as we are looking for additional people to join our team.

Proto Labs is the world's fastest source for custom prototype and low- to mid-volume parts. With our 3D Printing, CNC Machining and Injection Moulding services, our speed and versatility lets you take your parts from the very early stages of prototyping all the way up to short-run production of 10,000+ parts — all with one technology-driven, quick-turn company.

The Role

This is an exciting opportunity to join a rapidly expanding team. The primary responsibility of an Account Manager is to grow and retain revenues of a specified customer account base whilst maintaining customer relationships with existing contacts. You will do this through mining and identifying new opportunities within existing companies. You will liaise with internal engineering resources to support customers and secure business.

You will be responsible for growing existing business by uncovering additional buyers and opportunities within the existing customer base. You will maintain regular contact with multiple companies and update and maintain the database with customer details and information. The position will be based in Telford, Shropshire and you will be selling nationwide and to select European locations. The position will involve occasional travel to attend trade shows and exhibitions and to meet with customers. We are offering a high basic salary and an uncapped commission scheme.

Skills and Experience

- Proven performance (quota or goal)
- Account Management and new sales experience
- Ability to grow and service multiple accounts
- Technical experience in plastics or prototyping an advantage but not essential
- European language skills an advantage

The Candidate

The role will appeal to an individual capable of working in a fast paced environment. You will have the initiative to approach challenges with enthusiasm and the ability to react to rapid changes in prioritisation whilst maintaining a clear focus on the company objectives. Exceptional time management and business correspondence skills are a must, along with a comfort zone with technology.

Benefits

- Uncapped commission scheme
- Daily flexible working plan
- Company pension scheme
- Childcare vouchers
- Excellent working environment
- www.protolabs.co.uk

To apply please e-mail your CV to josie.plant@protolabs.co.uk or call me on 01952 683013 for further information.