

Job Description – Field Based Product Demonstrator

Department: Needham Laser Technologies	Reporting To: Head of Sales
Name:	Position/Title: Field Based Product Demonstrator
<p>Job Purpose:</p> <p>This crucial role is a key part of the sales team. Supporting the Sales Manager(s) providing demonstrations of our core range of products ensuring the customer receives the very best representation of the company and our products. As part of the sales team it is crucial that communications with the Sales Manager(s) and Internal Sales Support are first class to ensure our systems are updated and everyone is on the same page.</p> <p>Additionally, you will need to embody the TNG values of Relish responsibility, Be confident, be humble, Be trustworthy, be compassionate and always do the right thing.</p>	
<p>Key Responsibilities and Accountability:</p> <ul style="list-style-type: none"> • Conduct N-Lase demonstrations on customer sites, at HQ and virtually to support the Sales team (with the occasional support to the Create team). • Excellent and continuous communication between the Sales Managers and Internal Sales Support to ensure the CRM is up to date. • Produce customer samples. • Work with the marketing team to help create content. • Building and maintaining the apps library. • Any other duties as required from time to time. <p>Other Duties</p> <ul style="list-style-type: none"> • Attend internal meetings with other company functions necessary to perform duties and aid business development. • Attend training and develop relevant knowledge, techniques and skills. • Adhere to health and safety policy, and other requirements relating to care of equipment. • Present the company in a positive and professional manner to all customers, suppliers and outside agencies and organisations. • Always embody the values of TNG. 	
<p>Additional Expectations:</p> <p>The role will involve a degree of product knowledge in order to be able to speak knowledgeably to customers and prospects. As such, this role may need to spend time with the Design & Development /manufacturing teams to understand the product design, material selection, etc.</p> <p>This role is predominantly field based across the UK. Attendance at regular meetings at the head office (Whitchurch) will be required on a regular basis.</p> <p>Performance targets will be communicated to you and reviewed on a regular basis.</p>	
Date: October 2023	
Ref: NLT Field Based Product Demonstrator seat Job Description (001)	