

## Job Description

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**Job Title:** Sales Support Team Leader – Lifestyle Products

**Department:** Applications

**Reports to:** Technical Sales Support Manager

**Location:** Milton Park

**Salary Range:** to £35,000 AE

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### Job Purpose & Context

Using their technical expertise and detailed knowledge of P2i's innovative Nano Coating technology, the Applications Team provides an essential technical interface between P2i's Sales Team and its high-profile customer base around the world. Integral to the sales process, the Applications Team are responsible for devising, managing and documenting test procedures on customer product samples to demonstrate the unique qualities of the P2i products, then presenting back the results accordingly.

Leading a small team of Applications Technicians working with P2i's ion-mask™ technology on Lifestyle Products in a multi-project environment, the Sales Support Team Leader will be a motivated, creative and assertive individual having enjoyed previous success in both technical and commercial environments. He/she will have the ability to skilfully communicate technical information to non-technical individuals, develop and optimise new processes and test methods and be highly focused on Quality.

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### Main Responsibilities

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1	Managing and conducting the testing of customer product samples in-house and externally to demonstrate the beneficial properties of P2i's ion-mask™ technology.	40
2	Staff Supervision, objective setting, performance monitoring, appraisals and development.	40
3	Devising new tests and generating test procedures for customer product sample testing.	10
4	Producing testing documentation and customer reports to present the findings and support the sales process. Presentation of technical data to customers and sales team.	10

## **Additional Responsibilities**

- Specialist Projects as required
- Occasional overseas travel to customer sites and trade shows

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## **Key Relationships and Interfaces**

- Sales / Account Managers
- Research & Development
- Customers
- Product Implementation Team
- Service & Support

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## **Academic Qualifications**

- Science Degree in Chemistry, Physics or Biology

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## **Essential Skills & Experience**

- Previous work experience & success in a technical / scientific function
- Broad knowledge of analytical techniques & procedures
- Team leadership / supervisory experience
- Report Writing
- Exposure to customers in a commercial environment

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## **Desirable Skills & Experience**

- Quality Assurance / Quality & Manufacturing Standard (QMS).
- Footwear / textile manufacture & testing
- Project management exposure

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## **Key Performance Indicators**

- The delivery of customer sample testing on time to quality standards.
- Approval of new products
- Quality & Manufacturing Standard (QMS) generation and compliance
- Contribute to developing process improvement on materials
- Contribute to developing new test methods