

innovative
rehab technology
for children



**We're looking for
like-minded people!**
Apply now
Product Specialist Scotland.

Our vocation:

It is a matter close to our hearts to support children with individual requirements as optimally as possible – using products which are just as individual as they are. Schuchmann is a second generation family owned business based in Bissendorf / Osnabrück Germany. For over 40 years the owners and their more than 220 strong team have committed themselves to developing excellent products that improve the quality of life for children with special needs. Research, development and production are all under one roof allowing Schuchmann to respond quickly and effectively to market demands and special service requests. Schuchmann is a financially strong business that continues to invest in new markets.

Schuchmann UK is a sales, service and distribution business with the warehouse and offices based in Peterborough. We are a small but established team, the last 9 years have been very successful in establishing the Schuchmann brand within the UK marketplace. We are interested to hear from people who have the skills and experience to join our team to help the business with continued future growth.

Candidate profile:

We would like to hear from people who have the skills and experience required to join our team and help us further develop our business in Scotland. The successful candidate will be a positive, self motivated individual who thinks innovately and can turn customer requirements into workable solutions. You will be great at forming and maintaining strong working relationships and be able to recognise and exploit new opportunities for our business to grow. Experience working with paediatric disability equipment would be beneficial. A full driving licence is necessary for this role and the candidate will be required to complete an advanced PVG check.

Key responsibilities:

- Working closely with the Head of Sales Team you will recognise new opportunities to develop the business within: local authorities, loan stores, child development centres, private therapy teams and specialist education settings.
- Manage and develop existing business in area developing relationships with existing company stakeholders.
- Plan and deliver product demonstrations, assessments and training sessions.
- Attend local and national events to highlight the Schuchmann product range across the above market segments.
- Attending and participating in company meetings and events – this may involve some travel to our company head office in Germany on rare occasions.
- Ensure full compliance with company process, policies and procedures, especially in data protection and safe guarding.

In return we offer:

- A fantastic opportunity to work as part of a motivated team, with the flexibility and independence to manage their given area autonomously.
- A competitive salary and excellent commission package.
- A fully serviced company vehicle with optional personal use.
- A contributory pension scheme
- Laptop, mobile phone and tablet

The candidate must have a truly exceptional attitude towards servicing customers, internally and externally. Providing a Right First Time Every Time mind set and culture.

If you are interested in joining the Schuchmann Team please send your CV with a covering letter including salary expectations to Victoria Bignell vb@schuchmann.co.uk.

If you have any questions or need any further information please contact Victoria Bignell in confidence on the email above or on 07984 649723.



Information about us as
a company and employer.

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www.schuchmann.co.uk