



## Sales Engineer

We are recruiting an experienced **Sales Engineer** to join our sales team.

You will possess the experience and skills set out below:

### **Key Responsibilities of the role are:**

- Manage and take responsibility for customer telephone and e-mail enquiries
- Preparation of quotes in their entirety, for diverse international customer base including end users, agents, distributors and contractors
- Conduct order contract reviews to ensure that all technical and commercial aspects of a purchase order are agreed, understood and acceptable by the management team and are in-line with the quotation issued and are clearly defined to enable manufacturing to commence
- Develop effective customer relationships to the level of KA (key account) status, utilising a consultative selling approach
- Identify selling opportunities and solicit enquires from interested parties
- Work closely with the Project Administration team from first bid stage onwards
- Review customer general terms and conditions and highlight clauses which need management approval/discussion
- Have an understanding of Export Compliance and exercise due diligence at all stages of the enquiry/bid/ship process. Raise any concerns with the Compliance Manager
- Travel overseas to visit customers and trade exhibitions etc.
- Seek continuous improvement initiatives, and development of Best Practices within the sales team
- Input general data and update the computer system
- Follow filing protocol in the Sales environment, scan quotes and file work to aid easy retrieval for yourself and others

### **Our ideal candidate with possess the following Competencies / Personal Attributes:**

- Qualification in Mechanical Engineering or a minimum of five years' experience within the valve industry or valves, pumps and/or associated systems
- Strong negotiation and relationship building skills
- Excellent communication skills across different levels and disciplines within an organisation

- A clear and confident decision maker with a commercially focused approach
- Computer literate in Microsoft packages with a working knowledge of MRP systems
- Efac knowledge advantageous but not essential

**In return we offer:**

- Competitive salary in line with the experience and benchmarked salary levels
- Holiday entitlement of 25 days running January to December, per annum
- Pension contributions above statutory rates

**The successful candidate MUST as part of the process to: (i) satisfy basic eligibility criteria/certain conditions of employment (e.g. nationality rules/right to work); (ii) provide appropriate documentation to verify ID, nationality, employment and/or academic history, criminal record (unspent convictions only); and undergo Baseline Personnel Security Standard checks.**

**If you fit these criteria, please apply in writing with your CV and covering letter stating your current salary to:**

Sue O'Rorke  
Brooksbank Valves Ltd  
Unit 4  
The Crossings Business Park  
Riparian Way  
Cross Hills  
BD20 7BW

or alternatively email your CV and covering letter to [jobs@brooksbank.co.uk](mailto:jobs@brooksbank.co.uk)