

Vacancy - Technical Sales

We are recruiting for a motivated, ambitious, and energetic **Technical Sales Engineer** to join our team.

Key responsibilities of the role are:

- Manage agreed territory client base, seeking new opportunities for company products with direct client visits. Manage existing accounts to maintain good client relationships.
- Responsible for meeting agreed annual sales target within territory.
- Discuss proposed meetings with Sales Team to ensure targets are focused and information is shared prior the meetings.
- Conduct presentations to clients and internal stake holders as and when necessary.
- Regular update of CRM system.
- Attend client kick off meetings when required.
- Participate in contract reviews as and when required to ensure 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.
- 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.
- Seek continuous improvement initiatives, and development of Best Practices within the sales team.
- Follow filing protocol in the Sales environment, scan quotes and file work to aid easy retrieval for yourself and others.
- Any other duties reasonably requested and deemed to be within your skills and experience.

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 (Preferred but not essential).
- Good selling skills and an understanding of the sales process
- 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.
- Salesforce CRM knowledge advantageous but not essential.
- Flexibility to embrace change and changing working requirements.

Objectives and Measurement

- Timely quotation of sales enquiries
- Develop and manage effective customer relationships with key decision makers.
- Follow up on quotations with a clear action leading to order closing.
- Attend appropriate training where required.
- Be prepared to mentor Junior staff.

In return, we can offer you our **benefits and rewards** scheme, it's our way of saying thank you in recognition of the continued support and commitment you deliver every day.

- Competitive salary
- 36½ hour week with an early finish on Friday
- 25 days annual leave
- Increased pension contribution
- Employee Assistance Programme
- Free onsite parking
- Progression & Career Opportunities
- Death in Service

The successful candidate will need 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 UK Baseline Personnel Security Standard checks. Due to the nature of the work performed and the requirement of the client contracts that we hold, these security checks are required and in order to pass these Personnel Security checks you must hold a current British Passport.

Think you have what we are looking for? Then email your CV and covering letter saying why we should hire you to jobs@brooksbank.co.uk

NO AGENCIES PLEASE