

INTERNAL SALES ENGINEER

We are currently seeking to recruit a motivated, ambitious, and energetic **Internal Sales Engineer** to join our team based in our sales office.

Brooksbank Valves are one of the UK's leading valve manufacturers of high-quality isolation valves for the Oil & Gas, Naval Marine, Fine Gas & Chemical Markets

Key Responsibilities of the role are:

- Managing 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
- Office based however candidates may be required to travel internationally up to 10% to represent the company with clients and at trade shows.
- 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
- Efacs knowledge advantageous but not essential

Objectives and Measurement for the Role:

- Timely quotation of sales enquiries
- Production of weekly Sales Pipeline Report

- Develop and manage effective customer relationships with key decision makers
- Attend appropriate training where required.

In return we offer:

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

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.

If you fit these criteria, please apply in writing with cv and covering letter stating your salary to jobs@brooksbank.co.uk

NO AGENCIES