

SALES ENGINEER

DATE: 21/08/19

Reporting to: A Greenway – Sales Manager

£30,000 - £33,000 + Training + Company Car+28 days annual leave plus Bank holidays

Are you a Sales Engineer, ideally from an Engineering/Fabrication background, looking for a new challenge?

This is a fantastic opportunity to join an industry leader. The role will be a split between office and field sales where you will meet with your clients, understand their needs, technically advise and build up your relationship with them whilst seeking out new business and managing both key and non-key accounts.

The Company:

Almor is a successful well-established furnace engineering and specialist alloy fabrication company and focussed on supporting the needs of Heat Treaters and other process sectors where high temperature or corrosive environments are encountered.

The company has been established for nearly 30 years in a niche market and due to internal reorganisation is now looking to appoint a Sales Engineer principally focused on fabrication and site service sales.

The Role:

- Split between field and office work
- Travel to meet clients and recommend products
- Account management and New Business Development both in the UK and Europe

The Candidate:

- Previous sales experience including key account management and new business development is essential
- A working knowledge of the Fabrication / Heat Treatment industry is preferred but not essential for the right candidate
- Full UK driving licence
- Ability to read Engineering drawings
- Technically minded
- Ability to work on your own and as part of a team

Please submit CV and covering letter if you wish to be considered for this position by email to: adam.greenway@almor.co.uk

Note: If you have any queries please do not hesitate to contact Adam.

Job Description

Job Title: Sales Engineer

Reporting to: Sales Manager

Duties and Responsibilities:-

- Responsible to Sales Manager for sales activities of designated product areas predominantly within UK, these would include heat resistant fabrications, site services, projects and equipment within the heat treatment atmosphere and vacuum sectors for Almor Nottingham and Almor Tipton.
- Develop export market opportunities in Europe with existing customer base for all Almor's products and services predominantly Ireland.
- Key account management including investigating historic sales records and development of new opportunities.
- Assistance with new customer development.
- Monitoring and chasing enquiries and outstanding quotations with assistance of Sales Office Administrator.
- Costing, pricing and proposals development (with assistance of Commercial Manager for fabrications).
- Determining Site Health & Safety issues at quotation stage eg. Work permits, method statements, risk assessments, skip disposal needs, etc.
- Interface with Almor's Sales, Engineering and Estimating staff to prepare proposals that meet customer's needs.
- Interface with Almor's Marketing Manager to identify and promote new opportunities for Almor's products and services internationally.
- Promotion of any new products/services opportunities (UK and Europe) from any new companies acquired by Almor.
- Monthly review of job performance regarding delivery, hours, materials and margins
- Assist Sales Manager in preparing information for Budgets and monthly Sales meetings
- Monthly management report on non-HT fabrication activities including preparing information for Budgets and monthly Sales Meetings.
- Assistance with management of customer database (Nottingham & Tipton)