



Technical Sales Engineer

Reports to Engineering Manager / Business Development Manager. 40 hours per week.

We are looking for an enthusiastic Technical Sales Engineer to help drive our sales and grow our business. You will assist colleagues to prepare quotes and tenders for new clients from a technical perspective.

Other duties will include working on system design concepts and preparing technical specs for marketing purposes. A technical sales engineer will be a key point of contact for clients and provide both pre and after sales advice. You will work alongside the business development associate and design team.

The successful applicant will be technically proficient, resourceful, organised and motivated to increase opportunities and sales, enhance the company's reputation. The role is suitable for an Engineer/Technician with 2-3 years' experience or for those with a background in sales and technical knowledge.

Responsibilities:

- Familiarisation with company's vision and mission, seeking to accomplish set goals and objectives.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Prepare quotes and tenders for new clients from a technical perspective.
- Provide pre-sale technical assistance and product education.
- Work on after-sales support services and provide technical back up as required.
- Support marketing activities.
- Make technical presentations and demonstrate how a product meets client's needs.
- Ability to manage multiple projects concurrently and meet deadlines.
- Identify new business opportunities and partners.
- Demonstrate strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.

Requirements:

- Bachelor's Degree in Engineering with Business Studies*, or related field.
- Excellent written, presentation, and verbal communication skills.
- Proficient in Microsoft Office and relevant software.

Essential:

- A solid technical background.
- Motivation to contribute to company growth.
- Ability to learn new industry & markets.
- Ability to handle multiple projects.
- Be able to read & interpret engineering documents and drawings (P&IDs).
- Estimating accurate costs.
- Strong organisational skills.

Desirable:

- 1 - 2 years' relevant work experience in commercial and/or sales environment.
- Strong technical graphic design skills.