



THE LEADING EDGE

Sales Engineer

ECP Division

This is a great opportunity for a bright and aspiring individual to join the team based at our Darlaston site in the West Midlands, working for our Carbon Products Division.

The role will support the Carbon Products Division with growth of its UK sales by developing its existing customer accounts and adding new business through pro-active sales techniques.

Role and Responsibilities:

Maintain a visible external presence to the ECP division through customer visits and an ability to build and nurture customer relationships from the ground up

Maintain the ECP CRM database with relevant pricing and commercial information

Provide detailed monthly reports for the senior management team

Support the internal team where required i.e. holidays or extended periods of absence

Territory will be to cover England & Wales with expectations and objectives set by Business Unit Manger

The successful candidate will:

Have a proven track record in exceeding sales targets and generating revenue growth by maximising opportunities from existing customers and winning new business

Have a strong engineering background and experience working in an areas sales role, ideally within the electro-mechanical industry

Be an exceptional communicator with the ability to engage with both internal and external stakeholders at all levels

Be an effective negotiator and problem solver with the ability to work effectively under pressure and prioritise workload

Be proficient in CRM systems

Hold a full, clean driving licence (Essential)

Knowledge of DC motors / AC slipring Motors and AC Comm variable speed motors preferred.

Company car, mobile phone and laptop will be provided.

The successful candidate will primarily be field based but would occasionally be required to work from our office in Darlaston, West Midlands.

This is a full-time, permanent position, 37.5 hours per week. Monday to Friday, 8.30am – 4.30pm.

Salary: £30,000 - £35,000 per year

If you feel that you have the qualities and skills to succeed in this role then please apply today.