

JOB DESCRIPTION – TECHNICAL SALES ENGINEER

Revision: 1.5



Reporting Line

The Technical Sales Engineer will report directly to the Technical Sales & Training Manager.

Location

Primarily at Impact Subsea Ltd headquarters, Aberdeen Energy Park.

There will be a requirement to visit suppliers, customers, conferences, exhibitions and other work locations.

Role

To apply your technical knowledge along with sales skills to generate and develop new sales leads, provide technical assistance to customers as required.

Key Responsibilities

The Technical Sales Engineer will be required to:-

- Prepare proposals & quotations.
- Provide pre- and post-sale customer support.
- Organise sales visits to new and existing customers.
- Assist with the creation of sales literature (website content, social media content etc) when required.
- Attend trade exhibitions, conferences and meetings within the UK and globally.
- Assist with the management and growth of the distributor network.
- Work with the Sales team to ensure targets are met.
- Comply with management system procedures including health, safety and environmental requirements within the company.
- Convey a professional image of the company at all times.
- Carry out other tasks within the competence of the role and jobholder.

Key Outcomes

- To increase sales in line with the company Sales Plan.
- To assist with day-to-day management of customers and enquiries.
- To assist with the growth of the company's distributor network.
- To assist with customer technical questions.

Limits of Authority

Full responsibility for all operational activities within the philosophies and constraints laid out in the job description.

The company reserves the right to change activities listed, taking into account the job holder's qualifications and experience to enable the business needs to be met.

Qualifications & Experience

Essential:

- Degree qualification in relevant discipline.
- Experience in the underwater and/or ROV/AUV market.
- Strong technical skills.

Desirable:

- Experience in Sales.
- Experience in a customer facing role.

Personal Attributes & Knowledge

Essential:

- Ability to work well within a team.
- A proactive approach to dealing with challenges.
- Flexibility to travel to meet the requirements of the role.
- Excellent communication and interpersonal skills.
- Fully competent in the use of Microsoft Office suite of software.
- Experience using CRM software.
- Full driving licence.

Desirable:

- Ability to speak more than one language.
- Being an outgoing person & socially active through voluntary work.