

Sales Engineer, South West UK, with Detectronic Ltd

Overview

Detectronic is a growing technology group based in Lancashire, which specialises in the design, manufacture and installation of telemetered water, wastewater and industrial effluent monitoring solutions for the water utilities and other industries.

A division of Detectronic is MEICA our mechanical, electrical, instrumentation, control and automation which offers a full suite of services; these can either be complete turnkey solutions with maintenance packages, or as single services.

As a Sales Engineer for the Detectronic Group based in the South West of the UK, you will be expected to use your knowledge gained from our internal training programme, alongside your existing (where possible industry) experience, as you will be the key point of contact for customers and prospective customers, developing relationships and providing both, before and after-sales advice and support for services available from Detectronic Group.

Key Responsibilities

- Search for new clients for them to benefit from the company's products or services and maximise client potential in designated regions
- Develop long-term commercial relationships with clients, through managing and interpreting their requirements
- Negotiate tender and contract terms and conditions to meet both client and company needs
- Meet given sales targets, ensuring full coordination of sales projects and report on their progression
- Support marketing activities by attending trade shows, conferences and other marketing events
- Make technical presentations and demonstrate how a product meets client needs
- Help in the design of custom-made products to meet market requirements

Necessary skills

- A minimum of 3 years' experience in a relevant Sales role
- Sound judgement and good business sense
- Organisational skills
- Strong team working capabilities
- The ability to build relationships quickly and effectively
- Analytical and problem-solving mind-set
- Full clean (preferably) driving license

Desirable Skills

- A solid technical background in the MEICA and/or wastewater or effluent monitoring sectors
- Qualifications equivalent to Technical Degree or HND background
- Candidate to be able to demonstrate 3 to 5 years success in a similar environment

Benefits:

- Minimum hours 9am to 5pm, Monday to Friday – with some flexibility
- Holidays will be 28 days per annum (including bank holidays) from January to December, increasing to 33 days after 5 years' full service
- Salary by negotiation dependent on experience.
- Generous company-contributory pension scheme

Please note, on appointment to a position with Detectronic, we carry-out a DBS check.

Download the application form from www.detectronic.org. Complete the application form by hand and return it, together with a copy of your CV, to the address on the form, or scan and email to careers@detectronic.org.