

# JOB DESCRIPTION

Job Title	Technical Sales Engineer
Location	Hydro House, Aberdeen
Functional/Discipline Area	Sales
Line Manager	Head of Sales
Reportees	N/A

Objectives / Scope
<ul style="list-style-type: none"> <li>• Selling technical products and services to customers and providing technical support &amp; advice</li> <li>• Expand the client portfolio into new markets and regions</li> <li>• Manage interface of operations and engineering with the technical sales function</li> <li>• Generate technical proposals on behalf of the sales function</li> </ul>

Main Responsibilities
<ul style="list-style-type: none"> <li>• Deliver technical proposals that effectively sell the company's expertise and capability             <ul style="list-style-type: none"> <li>○ Interpret customer technical needs and assist in creating proposals to meet their requirements</li> <li>○ Interface with the engineering and operations team where required to propose solutions to end client.</li> <li>○ Undertake a technical review of final quotations</li> </ul> </li> <li>• Interface and manage the sales pipeline from enquiry through to purchase order placement.             <ul style="list-style-type: none"> <li>○ Monitor and progress enquiry/sales order activities to collate data</li> <li>○ Provide marketing support and assist with business forecasting</li> <li>○ Business reporting on sales enquiries, market performance and opportunities, potential leads, success factor for obtaining new business and monthly KPIs to Head of Sales</li> </ul> </li> <li>• Provide technical support to the sales team to ensure that quotations, associated drawings and documents are in place aligned to the company quality policy and procedures</li> <li>• Conducting research, evaluating, and recommending new or improved solutions</li> <li>• Attending seminars, trade exhibitions and training sessions</li> </ul>

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- Primary interface for the sales function on technical queries
- Support the sales team in providing technical information for clients, regarding updates, communication, reporting and co-ordinating any required resolution of issues
- Client visits to discuss sales opportunities

### Skills base

Excellent communication skills including the ability to explain clearly, listen to the feedback of clients and relay this effectively to colleagues

Product design knowledge and expertise

Research & analytical skills

Use/understanding of CAD and analytical software tools.

Computer literate and proficient with Microsoft office.

Ability to maintain an effective customer relationship

Stakeholder management

Excellent organization skills with an ability to develop creative solutions to problem

Ability to work under pressure and on own initiative

Engineering or technical qualification preferred but not essential