

JOB DESCRIPTION – Technical Sales Engineer

RMGroup specialise in the supply of process and packaging machinery to various industries around the UK. The company has grown rapidly within the last few years and we are continually looking for aspiring individuals to join our dynamic team.

For this particular role we are looking for an enthusiastic and conscientious person to fill the role of Technical Sales Engineer.

Successful Candidates will be responsible for:

- TECHNICAL SALES ENGINEER

- Due to an increase in sales enquiries the sales team are now looking to appoint a Technical Sales Engineer to join the existing sales support team. Suitable candidates will be required to support the Sales Managers and Sales Director by collating key information from prospective customers in order to provide a full turnkey solution to packaging and automation requirements.

- DUTIES AND RESPONSIBILITIES:

- • Provide technical sales/project support, prepare pre-calculation information according to customer specification with accuracy and timeliness.
- • Ensuring that technical sales queries and tenders are processed effectively, owned and managed from start to finish, whilst obtaining customer satisfaction and to company standard.
- • Identifying information required from suppliers for integrated equipment
- • Prepare and maintain accurate records of cost/margin information
- • Assisting the Project Manager in developing the Initial Design Specification (IDS) per the sales quotation.
- • Prepare technical description of non-standard items. Concept approval, management and engagement with Technical Engineering team.
- • Utilise bespoke software called “Visual Components (VC)” to design and layout conceptual packaging machinery to enable your colleagues to build quotations. Full training given.
- • Manage to successful conclusion all technical queries from sales and internal colleagues. Ensure pre order information is effectively and proactively handed over to Project support team within 2 weeks of order.

- Skills / Experience:

- • Ability to read layout drawings and interpret data
- • HND or equivalent in Mechanical/Electrical engineering advantageous
- • Digest, input and record accurate information
- • Ability to provide information with high attention to detail
- • Candidates must be Self-motivated with a drive to excel

- Working Hours: Mon-Fri: 8am-5pm (45hrs per week minimum)
- HOLIDAYS: 24 days plus bank holidays.
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