

Sales Engineer

Nottingham or Tipton (& Field Based)

Salary Negotiable

Company car, training & 28 days annual leave (plus bank holidays)

Are you a Sales Engineer, ideally from an Engineering/Fabrication background? Can you confidently understand technical drawings? Do you enjoy maintaining strong customer relationships? Then this could be the role for you!

Almor, a leading furnace engineering and specialist alloy fabrication company, is looking to recruit a Sales Engineer to join their existing team. The successful candidate will be organised, have good technical knowledge and must be able to demonstrate the ability to read technical drawings alongside a passion for sales.

Reporting to the Group Sales Manager, the role will be a split between the office and field sales where you will travel to meet with your clients, understand their needs, technically advise and build up your relationship with them whilst seeking out new business and managing both key and non-key accounts in the UK and Europe.

Knowledge & skills required:

- Previous Sales experience including key account management and new business development is essential
- A working knowledge of the Fabrication / Heat Treatment industry is preferred but not essential for the right candidate
- Ability to read Engineering drawings
- Technically skilled
- Excellent written & verbal communication skills
- Ability to work on your own and as part of a team
- Excellent attention to detail
- Outstanding organisational skills
- Full UK driving licence

Duties and Responsibilities:

- Key account management including supporting existing customers, investigating historic sales records and development of new opportunities in both UK and Europe
- Develop export market opportunities in Europe alongside existing customer base for all company products and services, including in Ireland
- Assist with new customer development

- Monitor and following up on enquiries and outstanding quotations
- Costing, pricing and proposals development
- Determine Site Health & Safety issues at quotation stage
- Liaise with Sales, Engineering and Estimating staff to prepare proposals to meet customer needs
- Interface with Almor's Marketing Manager to identify and promote new opportunities for Almor's products and services in the UK and internationally.
- Promotion of new products/services opportunities (UK and Europe)
- Assist in preparing information for Budgets and monthly Sales meetings
- Management of customer database

You may currently be an Account Manager, Sales Manager, Sales Executive, Business Development Manager, Welder, Fabricator, Internal Sales Executive, Sales Consultant, Estimator, External Sales Executive, Area Sales Manager or similar.

Almor has offices in both Nottingham and Tipton, either of which could be used as a base subject to location. Also premises in Huthwaite.

Product training would be given.

Interested? Please send CV to nigel.troth@almorgroup.com