



Job Profile

Job title **Scotland External Sales Engineer**

Reports to Direct reporting to - Sales Support Manager

Indirect reporting to - Director of Sales

Close working relationships with clients, Sales Manager(s) and team, Contracts Engineers and direct responsibility for the stated sales territory.

Job Purpose Maintaining, developing and expansion of our existing client base in Scotland regarding sales of our wide range of process filtration solutions, dust collectors and complete turn-key systems together with sales of Filtermist oil mist solutions.

Main duties and responsibilities

To manage and develop the existing Scottish sales territory with the following aims and responsibilities:

- Client visits and site surveys to appraise technical requirements for proposed solutions
- Prepare engineering solutions from tenders or site meetings in a clear and concise way for submittal to the internal sales support department, including site sketches ductwork layout drawings, filter selection and specifications, fan pressure drop calculations, etc.
- Where necessary, produce complete quotations
- Responsibility for sale from initial point of contact with client to point of order
- Maintain and develop existing clients to ensure maximum sales potential and understanding of our product and service offering
- Expand and develop the existing sales territory in terms of new clients and opportunities
- Regular reporting to Sales Support Manager of prospects, opportunities and other sales related statistics

Personal Specification

Experience and skillset:

- Proven track record in an external customer facing technical sales role
- Well-developed customer service skills, including direct customer engagement in a commercial business-to-business environment dealing with both resale and OEM clients and well as direct end-users
- Strong working background in an engineering estimating role, ideally within dust control and/or oil mist collection
- Knowledge of dust control in both process and centralised systems
- Understanding of ductwork design and installation
- High level of competence in the use of Microsoft Office Suite and other contemporary proprietary IT support software
- Ability to work unsupervised and high level of self-motivation
- Strong ambition to maintain, develop and expand sales territory
- Initiative, drive and enthusiasm
- Good planning and organisational skills
- A full (preferably clean) driving licence

This Job Profile is not exhaustive. It will also be subject to periodic review and may be amended to meet the changing needs of the business and/or the changing nature of the Sales Engineer role.