



## Job Description

<b>Job Title:</b>	<b>Sales Process Engineer</b>
<b>Location(s):</b>	<b>Basingstoke</b>
<b>Role Objective:</b>	
<p>This role reports into the Sales Director and is to assist and support the technical sales department to achieve new machinery sales to agreed targets. This role will ensure effective management, administration and coordination of customer contracts through the business.</p>	
<b>Key Responsibilities:</b>	
<ul style="list-style-type: none"><li>• Generating an increase in sales of new machinery, used machinery, equipment hire and associated Service and Repairs.</li><li>• Undertake background prospect and engineering work to assist the Sales department in winning new business.</li><li>• Respond to telephone, internet and exhibition enquiries as applicable with quotations.</li><li>• Generate costing estimates and quotes, which are compliant with company policy and the agreed price that meets customer requirements.</li><li>• Follow up on quotations and visit customers' as required.</li><li>• Produce and carry out technical sales presentations internally or at customer sites.</li><li>• Assist in carrying out product trials at customers' site and at Winkworth premises.</li><li>• Receive customers' orders and ensure the client's requirements are appropriately translated into the design, manufacture and onward execution of an order.</li><li>• Maintain ownership of the order throughout order fulfilment, working effectively with clients and colleagues as required.</li><li>• Participate in the 'as produced sign off' during and on completion of manufacture.</li><li>• Participate and follow up on post-delivery client satisfaction.</li><li>• Travel throughout the UK and worldwide in direct selling and in support of regional sales representatives.</li><li>• Amend, update and maintain the customer database (Goldmine) for all Sales activities and other company databases.</li></ul>	



- Report on markets, competitors and industry changes.
- Establish and develop new accounts and opportunities through the use of the internet, networking, social media and cold calling.
- Collaborate with Marketing where appropriate for promotional efforts.
- Develop where applicable the company's administration systems and IT to improve efficiency and effectiveness.
- Attend exhibitions as and when required – UK and International.
- Contribute to case studies creation with our customers as applicable.

### Skills & Experience:

- Proven record of extensive experience in technical selling.
- Previous experience working within an engineering and/or manufacturing environment is essential.
- Previous experience within a customer facing role is essential.
- Prior experience in production, processing industries or process equipment is desirable.
- Proven record of achievement in selling capital equipment is desirable.
- A confident, highly motivated and practical engineer with a passion for engineering and client satisfaction.
- Proactive and hardworking with a desire to learn.
- A team player with excellent communication skills both written and verbal.
- Good analytical skills.
- Good listening skills.

### Educational Qualifications:

Minimum academic level required:	NVQ/BTEC or equivalent in Mechanical Engineering/Process Engineering/Chemical Engineering/Food Technology or related Sciences
Ideal academic level preferred:	HNC/Degree in Mechanical Engineering/Process Engineering/Chemical Engineering/Food Technology or related Sciences

### Mobility Requirements:

There will be frequent travel both national and international.

### Additional Specifications / Comments:

This job description is not intended to be an exhaustive list of duties to be performed by the employee. This job description may be altered to reflect the business needs of the company.