

Job Description

Technical Sales Engineer

Revision 1.1

Date: 03/01/2024

Reporting Line

The Technical Sales Engineer will report directly to the Technical Sales & Training Manager.

Location

Primarily based at Impact Subsea headquarters, Aberdeen Energy Park, Claymore Drive, Aberdeen.

There will be a requirement to visit customers, conferences, exhibitions and other work locations as required globally.

Role

To apply your technical knowledge along with sales skills to generate and develop new sales leads. Also to provide technical assistance to customers as required.

Key Responsibilities

The Technical Sales Engineer will be required to:-

- Prepare proposals & quotations.
- Provide pre and post-sale customer support.
- Organise sales visits to new and existing customers.
- Create sales literature (brochures, website content, social media content etc).
- Attend trade exhibitions, conferences and meetings within the UK and globally.
- Assist with the management and growth of the distributor network.
- Work with sales team to ensure sales targets are met.

Key Outcomes

- To increase sales in-line with the company sales plan.
- To assist with the day to day management of customers and enquiries.
- To assist with the growth of the company's distributor network.
- To assist with customer technical questions.

Limits of Authority

Full responsibility for all operational activities within the philosophies and constraints laid out in the job description.

The company reserves the right to change the activities listed, taking into account the job holder's qualifications and experience to enable the business needs to be met.

Qualifications & Experience

Essential:

- Degree qualification in relevant discipline.
- Experience in a customer facing role.
- Strong technical skills.
- Experience in sales.

Desirable:

- Experience in the underwater sensor and/or ROV/AUV market.

Personal Attributes & Knowledge

Essential:

- Ability to work well within a team.
- A proactive approach to dealing with challenges.
- Flexibility to travel to meet the requirements of the role.
- Excellent communication and interpersonal skills.
- Fully competent in the use of Microsoft Office suite of software.
- Experience using CRM software.
- Full driving licence.

Desirable:

- Ability to speak more than one language.