

JOB DESCRIPTION – GRADUATE SALES ENGINEER

Revision: 1.2



REPORTING LINE

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

LOCATION

Primarily at Impact Subsea Ltd headquarters, Aberdeen Energy Park.

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

ROLE

To apply your electronics/electrical technical knowledge to assist customers in technical enquiries and provide customers with technical solutions which meet their requirements.

This position will serve as the Core Role within Impact Subsea's Launchpad Programme; suited to those starting out or reskilling within their careers and seeking to experience various areas of business functions.

The Programme encompasses various placements across different departments, designed to provide job holder with a comprehensive understanding of the company's diverse business functions.

KEY RESPONSIBILITIES

The Graduate Sales Engineer will be required to:-

- Prepare proposals & quotations.
- Provide pre- and post-sale customer technical guidance.
- Organise sales visits to new and existing customers.
- Assist with the creation of technical sales literature (website content, social media content etc) when required.
- Attend trade exhibitions, conferences and meetings within the UK.
- Work with the Sales team to ensure targets are met.
- Comply with management system procedures including health, safety and environmental requirements within the company.
- Convey a professional image of the company at all times.
- Carry out other tasks within the competence of the role and jobholder.

KEY OUTCOMES

- To provide technical solutions to meet customer's requirements.
- To increase sales in line with the company targets.
- To assist with day-to-day technical enquiries.

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

QUALIFICATIONS & EXPERIENCE

Essential:

- Qualification in electronics/electrical engineering or related qualification which includes electronics/electrical principles (MEng, BEng, HND or HNC).
- Strong technical skills.

Preferable:

- Exposure to a customer facing role (whether through part time work or social activities).
- Knowledge of the underwater 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.
- Full driving licence.

Desirable:

- Ability to speak more than one language.