

## Sales Engineer

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Company: Energis Recruitment Ltd

Location: Armagh

Category: other-general

### Job Description

Energis is recruiting for a Sales Engineer on behalf of our client based in Co Armagh. They are a well established manufacturing business who have gone from strength to strength and have an international client base.

The Sales Engineer role is an important role within the sales team quoting company products and solutions. You will quote tenders and secure orders both locally and internationally.

### Responsibilities:

Liaise with clients, suppliers, sub-contractors, consultants and internal departments to produce accurate and detailed quotations and tender submissions

Read, understand and clarify technical tender documentation, provide competitive engineering concepts for project based enquiries

Attend pre and post tender clarification meetings.

Attend site visits and briefings to gain an understanding of the clients requirements

Determine price strategies for clients and conduct negotiations to win contracts whilst ensuring the best price is achieved

Assist with projects and after sales

Provide sales training both in factory and at customer's premises.

Process and enter all orders received from customers and Sales Manager

Deal with all incoming phone calls, emails, relating to customers

Maintain and develop existing customer business

**Criteria:**

At least two years' experience in a commercial engineering environment

Excellent listening, communication and organisation skills

Proven results focused individual with the ability to work on own initiative and as part of the sales team.

A relevant engineering or business qualification is desirable

Flexibility to travel to client sites as required

Salary is in the region of £35 – 40 k + bonus scheme.

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