

Sales Engineer – Geotechnical & Civil Engineering

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Company: Mitchell Maguire

Location: Birmingham

Category: sales-and-related

Technical Sales Manager – Ground Shoring and Groundwork

Job Title: Major Projects Sales Engineer – Ground Shoring and Groundwork

Job reference Number: (phone number removed)

Industry Sector: Ground Shoring, Groundworkers, High Capacity Propping Solutions, Excavation, Concrete Frame Contractors, Construction, Civil Engineering, Tier 1 Contractors, Large Sub Contractors

Area to be covered: Ideally Birmingham to London

Remuneration: £40,000-£52,000 + £6,000-£15,000 commission (package will determined on experience)

Benefits: hybrid car or car allowance of £500 per month + full benefits package

The role of the Major projects Sales Engineer – Ground Shoring and Groundwork will involve:

- * Field sales position selling predominantly the hire (but also the sale) of ground shoring products including high capacity propping solutions
- * Purely working on major projects, this can be determined by the complexity of the project for example, size, scale, duration & difficulty
- * All of your time will be spent selling to tier 1 contractors, consultants & groundworkers and large sub contractors
- * Huge opportunity for growth on this area due to HS2 requirements
- * Will be required to grow the divisional turnover by £1m
- * Good blend of new business and account management

- * Highly technical role
- * Typically 2 days per week on the road visiting construction sites and customer offices
- * Hybrid in nature, you will spend the remainder of time working from home, teams meetings etc.
- * Utilising a team of qualified engineers for technical support

The ideal applicant will be an Major projects Sales Engineer – Ground Shoring and Groundwork with:

- * Engineering background with technical field sales experience
- * Must have field sales / technical experience in the ground shoring, temporary works or civil engineering industry
- * Graduate, preferably engineering degree
- * Contacts within groundworkers may be beneficial
- * Ideally have construction site experience (not essential)
- * Specific knowledge of high capacity ground shoring propping solutions
- * Empathetic, energetic, drive, passion and enthusiastic

Mitchell Maguire is a specialist Construction Field Sales Recruitment Consultancy, dealing exclusively with Construction Field Sales Jobs, Construction field sales vacancies and Specification field sales positions within: Ground shoring, groundworking, trench boxes, manhole boxes, manhole braces, pipe lifter, struts & walers, trench lining and tube shoring products, groundworkers, concrete frame contractors, construction and civil engineering contractors

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