



Sales Engineer – Job Description

BRÄHLER ICS UK Limited is a well-established independent UK company with its main office in Cambridge. The companies' principal activities are the rental and sales of Brähler ICS branded conference communications products and services to our multinational client base.

A vacancy exists for a Sales Engineer

Reporting to

The Managing Director and working closely with rental and sales departments

Based

Cambridge Office (car parking available)

Company Objective

To provide an exceptional service to all our customers/clients that delivers results above and beyond expectation owing to the quality, reliability, and attention to detail of the company's employees, and to develop and manage the service in such a way as to achieve the budgeted sales and profitability targets.

Job Objective

The core duties are identifying and pursuing viable sales opportunities for the company's products and services

Sales Engineer

Main Duties

- 1) Selling BRÄHLER ICS manufactured products and systems.
- 2) Designing, and assisting consultants and contractors to design, sound and communications systems that utilise a high proportion of BRÄHLER products.
- 3) Establishing and maintaining a wide range of contacts with existing customers and seeking out new customers, thereby obtaining the opportunity to achieve a high rate of sales.
- 4) Writing sales press releases when the opportunity for publicity exists.
- 5) Ensuring all sales meet the companies agreed commercial targets.
- 6) Producing and maintaining sales and marketing figures

Personal Qualities / Experience

- 1) We are a small friendly team dealing with a small intimate customer base. A friendly helpful personality is essential.
- 2) Self-Motivated with a Positive client friendly attitude
- 3) Excellent communications skills
- 4) Professional image
- 5) Pro active
- 6) Self-Confident
- 7) High Degree of Initiative
- 8) Ability to work under pressure

- 9) Good experience of Computer software programs, windows, excel

Hours

An office based position with hours of 09:00 until 17:30 Monday to Friday with one hour for lunch. Reduced hours to assist with child care a possibility

Training

The successful candidate will be expected to have basic sales engineering skills. These will be supplemented by further training as appropriate

Qualification

City & Guilds, B tech or similar course of study in an electronics / electrical / IT related subject or proven previous relevant experience.
Full UK driving licence

Holidays

1½ days per month worked up to the end of one year. Thereafter, 20 days per annum plus all national holidays.

Benefits

Free BUPA (or similar) health cover (after 1 year qualifying period)
Company accident cover (covers work and leisure activities & includes accidental death cover pay-out, after 1 year qualifying period)
Company travel insurance