

Job Title & Department: Technical Sales Engineer/Manager

Reports to: Senior International Sales Manager.

Location: Office and/or remote working - Head office – near Plymouth, Devon

Company Overview:

The Company was founded in 1982. We are specialist designers and manufacturers of energy saving motor control equipment. Based at Lee Mill, near Plymouth, we serve industrial and commercial markets worldwide, with 85% of our annual sales being exported.

Today, with a successful track record recognised around the world, we are known internationally as the pioneers of digital soft starters and are still innovating and diversifying our product ranges today.

We pride ourselves in being a great & ethical company to work for with our high level of staff retention and with current plans of growth, are now seeking to increase our workforce.

Job Specification:

Contacts with: Customers, senior management team, regional sales managers, customer service, product development engineers, marketing, operations

Main responsibilities: All aspects of marketing and selling of the Company's products. The role will work with the sales team and be responsible for the technical cultivation and support of new and existing business opportunities across key global industrial automation end-users, consultants and OEM's, but not exclusively.

- Provide technical & application support to customers and prospects (pre & post sale) on aspects of soft starters and motor control/protection products.
- Work in conjunction with and provide technical support to other sales team members
- Collect & report on market data, pricing and trends.
- Maintain a thorough knowledge on competitive activity in products, programs and pricing – reporting the data accordingly.
- Provide business cases to support new product development in line with the Company Strategy.
- Participate and/or attend international trade technical exhibitions and conferences, as required. International travel will be required from time to time to support the Company sales, team and visit customers – mainly the EMEA region.
- Provide technical and application direction for Motortronics marketing collateral and website content eg product updates, amendments, developing news stories, reference sites and case studies
- Work independently organising and planning customer accounts, customer training and replies to technical queries with sales colleagues.
- Work in close partnership with all departments to ensure clear, efficient and respectful communications are created and maintained.
- Technical articulation of product positioning within the market to both commercial and technical users.
- As a working member of the Motortronics team, actively input/output ideas to better the position of Motortronics in the global markets.

Experience and Requirements:

- Recognised level of education in electrical engineering
- Commercial experience in the electrical sector / industrial automation sectors.



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- Accomplished level of written and technical presentation skills
- High standard of communication skills. Good organisational and time management skills.
- A desire to learn and develop your career

Package:

Salary: Dependant on experience

Starting Date: Immediate

Benefits: Healthcare, Contributory Pension, Life Assurance, 25 days holiday pa (+ BH)