

**Job Title & Department:** Technical Applications Engineer in Sales

**Reports to:** Technical Applications Manager.

**Location:** 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.

In 2018 the Company, known then as Fairford Electronics, was acquired by Motortronics and has since rebranded to become part of this much larger, worldwide group with premises in UK, USA, St Kitts, South Korea and China.

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.

**Job Specification:**

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

Main responsibilities: Provide technical application engineering support to deliver expert product/sector knowledge and support to both internal and external customers. The role will 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.

- Deliver the company's technical application capability to a high level of technical service support and relationships to internal and external customers
- Work in close partnership with the sales and customer service teams to ensure clear, efficient and respectful communications are created and maintained.
- Provide technical support for customers on the technical aspects of soft starters and motor control & protection products and their application.
- Assist the technical applications manager in the creation and maintenance of a modular technical product & application training slide presentation suitable for various target audience levels.
- Demonstrate, encourage and participate in the building of strong/effective communications and technical relationships with customers.
- Participate and/or attend international trade technical exhibitions and conferences, as required.
- Assist marketing services to provide technical and application direction for Motortronics marketing collateral and website content with product updates, amendments, developing news stories, reference sites and case studies
- Work independently organising and planning replies to technical queries with sales colleagues.
- International travel may be required from time to time to support the sales team and visit customers
- Maintain a thorough knowledge of competitive activity in products, programs and pricing through regular reports to appropriate personnel within the team.
- 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. Ideally with design and application engineering capability.
- 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
- Able to travel internationally if required

**Package:**

Salary: Dependant on experience

Starting Date: Immediate

Benefits: Healthcare, Contributory Pension, Life Assurance, 25 days holiday pa