



Job Title: Sales Engineer

Background: K C Engineering is a whitemetal repair and manufacturing company. The business does not produce its own product range, but manufactures according to customer drawings and specifications. This results in a huge amount of product variety, complexity and customer requirements. As well as supplying OEM clients we provide services for operators of rotating equipment and associated service companies.

K C Engineering requires a sales engineer with relevant experience in the rotating equipment industry, particularly in a service based environment. Typical industries that we serve are Power Generation, Oil and Gas, Hydrocarbon Processing and general industrial applications. The types of equipment that we manufacture and repair bearings for are turbines, generators, pumps, compressors, electric motors and gearboxes/power transmission. The candidate must have a good technical background in one or more of these areas to be successful in this role.

Responsibilities:

- Manage existing customer accounts and develop relationships with our customers, maximising the opportunities within our current customer base.
- Develop new contacts and clients within the UK and Europe and promote the services of K C Engineering
- Provide a backup for quotations enquiries
- Manage new customer accounts from enquiry through to delivery
- Provide Customers with technical support and guidance onsite and as requested
- Maintain CRM database
- Complete customer feedback/surveys
- Analyse customer markets, trends, opportunities and work with management to develop strategy.
- Travel within Europe and UK is required as part of this role
- Attend Exhibitions

The role:

K C Engineering is seeking to fill this role within the business as soon as possible. The role will run closely alongside our production controller/account manager and operations manager in developing business.

Experience:

A suitable background in rotating equipment industry is essential to the role. Experience with whitemetal bearings is very desirable and a technical background is essential. You must have suitable experience in a technical sales role, be a confident and effective communicator and as the representative of K C Engineering you must be personable and responsive. You must be able to manage your time effectively and plan travel arrangements.

You will be responsible for managing your own administration of enquiries, quotations, follow up and sales analysis to provide Key Performance Indicators to management. Training will be provided in the use of our ERP and CRM system.

Requirements:

- Background and experience in sales (minimum 5 years)
- Experience in technical sales, mechanical industries, familiarity with materials, technical drawings etc
- Available to travel within the UK and Europe on a regular basis is required
- Knowledge of rotating equipment and service based industries
- Experienced in the use of Microsoft Office Software and IT literate
- Experience with Sage Financial Controller is beneficial, but not essential
- Experience with CRM software (Sage ACT! Is beneficial)
- European language skills will be considered beneficial.

Salary: £25 - £35K Subject to your experience and technical knowledge.

Benefits: A company car and mobile phone will be provided

How to apply: Please send us either by post or email (recruitment@kceng.com) a covering letter and your CV.