



ROLE DESCRIPTION

Role title: Technical Sales Engineer
Date: 23/08/2016
Incumbent:
Reporting to: Managing Director

Role Outline:

The role of Technical Sales Engineer has been established in order to significantly increase sales activity through the targeting of technical professionals within customer organisations resulting in the specification of Meters UK Products by End Users and Consultants.

Key responsibilities will include:

Learning the technical details of the Company's products and being able to professionally and confidently sell these to a diverse customer base

Making outbound telephone calls to targeted consultants, Local Authorities, Social Housing providers and other key specifiers to make appointments and ultimately achieve specification of Meters UK products.

Providing support for customers with inbound technical queries

Acquiring market data and information to help formulate a product and IP roadmap for the ongoing development of market leading products

A proactive campaign of lead generation by telephone

Answering and fielding incoming phone calls with professionalism

Provide technical support to the engineering department

In general, the employee will be expected to assist with whatever is deemed to be a priority by the MD or Executive Director.

**Whitegate, White Lund Trading Estate, Lancaster, Lancashire
LA3 3BT**

Tel: 01524 555929

e-mail: sales@meters.co.uk www.meters.co.uk



Utility Meter Manufacturers
ELECTRICITY – GAS – HEAT – WATER METERS

Job Description

To become and stay fully conversant with the technical detail of all Meters UK products

Working with Sales Manager / MD to define a customer target list:

- All UK local authorities
- Social Housing providers
- Architects
- Consultants
- Main contractors & sub-Contractors
- Plumbing and heating contractors
- Electrical and plumbing wholesalers
- Controls Systems specifiers and contractors

Make proactive outbound calls to create customer appointments aimed at winning specification

Answer inbound technical and sales enquiry calls

Read, understand and respond to customer technical requests for quotations which may be in drawing form

Gather market data on pricing, competitive technical specification and opportunities to help the Company improve pricing competitiveness and to develop a product roadmap

Requirements for the role

- Strong electro-mechanical technical background
- Proactive attitude and confident on the telephone and in front of customers
- Evidence of success in a technical sales role
- Personable, presentable and articulate.
- Strong administration and organisational skills.

This role will be office based in Lancaster but can develop into a role with increasing time in front of customers dependent on the person

Remuneration is flexible and will reflect the capability and experience of the successful applicant. There is significant scope for both reward and progression.

Most importantly, Meters UK is a small, fast growing company looking for capable, flexible people to help it grow and to assume leadership roles to help manage that growth.

Whitegate, White Lund Trading Estate, Lancaster, Lancashire
LA3 3BT

Tel: 01524 555929

e-mail: sales@meters.co.uk www.meters.co.uk