

ROLE DESCRIPTION

Job Title:	Sales / Planning Engineer (combined)		
Department:	Sales / Engineering		
Location:	Newcastle Under Lyme	Travel Required:	Yes
Reporting to:		Travel frequency/duration	Weekly, mainly UK
Contract/Permanent:	Permanent	Hours per week	39

ROLE DESCRIPTION

ROLE PURPOSE:

The sales (planning) engineer will be responsible for quoting, planning and representing the entire range of company products and services to assigned customers. They will work closely with the Business development team in identifying possible opportunities and ensuring the bids are presented in a professional and timely manner.

PERSON SPECIFICATION

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QUALIFICATIONS Stuff they should have a certificate for	ESSENTIAL	<ul style="list-style-type: none"> HNC Engineering
	DESIRABLE	<ul style="list-style-type: none"> Degree Engineering Discipline
KNOWLEDGE: Bodies of information applied directly to the performance of a function	ESSENTIAL	<ul style="list-style-type: none"> Time served Knowledge of general engineering practices and machining processes.
	DESIRABLE	<ul style="list-style-type: none"> Sales process, from tender to cash collection
EXPERIENCE Work history	ESSENTIAL	<ul style="list-style-type: none"> At least 3 years within an engineering linked role, likely to have hands on experience with modern machining processes. Experience with a target driven business.
	Desirable	<ul style="list-style-type: none"> Specific aerospace and / or defence experience At least 12 months experience within a sales / commercially facing role.
SKILLS & ABILITIES Observable competencies to perform a learned psychomotor act. Capacity or talent that enables an individual to perform a particular job or task	ESSENTIAL	<ul style="list-style-type: none"> Good communicator, written and verbal (presentation) Able to build strong relationships, internal and external Good IT skills – knowledge of Epicor would be an advantage. Knowledge of Edgcam would be an advantage Mathematically literate, understanding cost and pricing Good English skills
PERSONAL ATTRIBUTES Character or personality traits	ESSENTIAL	<ul style="list-style-type: none"> Able to work with others, communicating and building robust working relationships with other departments and people across the business Demonstrate a positive attitude to new ideas and approaches Able to accept ownership and accountability for the tasks assigned. To be a positive ambassador for the business
OTHER REQUIREMENTS	ESSENTIAL	<ul style="list-style-type: none"> Driving licence Passport
	DESIRABLE	<ul style="list-style-type: none"> Visa