

Technical Sales Engineer

JOB DESCRIPTION

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| JOB TITLE | Technical Sales Engineer | LOCATION | Derby |
| REPORTING TO | Operations Manager | VERSION # | 1.0 |
| COMPANY | Rotadata Limited | DATE | 20/07/2017 |

ROLE OBJECTIVES

- Protect and grow a valued, loyal client base.
- Work to develop and test our products and systems to build the basis of a service and support function.
- Work to ensure we capture and create technical papers for presentation at industry conferences.

DUTIES & RESPONSIBILITIES

- Understand and be able to communicate clearly the strategy behind each of our products.
- Creation and delivery of technical sales presentations to existing and prospective clients.
- Represent the company at conferences, exhibitions and seminars UK wide and internationally.
- Keep abreast of developments in the aerospace, aero engine and industrial gas turbine markets.
- Carry out product training and commissioning.
- Create roadmaps for clients based on portfolio uptake and potential upsell opportunities.
- Provide full competitive technical and commercial responses that support Rotadata being selected as primary supplier of test and measurement products and services.
- Manage and interpret clients' requirements.
- Ensure that the KPI's set to assist in the management of your activities are achieved.
- Produce reports and sales literature.
- Ensure that all business follows formal Rotadata business sales practices from the time of receipt of customer enquiry to final customer acceptance and invoice payment.
- Deliver the very best service to our extensive client base, ensuring a full understanding of customer needs both current and future are fulfilled by working together and building a partnership in line with all Rotadata offerings.
- Attend client meetings to progress and maintain contract deadlines.
- Provide proactive project management to the project, liaising where necessary with the customer or within Rotadata, to ensure on-time project delivery and the realisation of full planned profit.
- Analyse costs and sales and report to Senior Management and other stakeholders accordingly.
- Participate in and provide input to the company as it develops its strategy regarding improvements to its range of products and services.
- Assist with setting and executing the business development strategy and sales growth.
- Prepared to contribute with overtime needs as the business dictates.

- Adhere to company Health and Safety standards.
- To carry out any reasonable additional duties as requested by management.

KNOWLEDGE/EXPERIENCE

- Degree level educated in Engineering discipline (preferably Electronics Engineering).
- Preferred background in Aerospace, aero engine, gas turbine markets.
- Experience in a commercial, client facing role.
- Experience in preparing and delivering client presentations and technical product support.

SKILLS/PERSONAL QUALITIES

- Excellent administration skills including knowledge of Microsoft packages and the ability to create highly professional presentations.
- Commercially driven to achieve and exceed sales targets.
- Commercially astute and have excellent negotiation skills.
- Strong communication skills in all forms including written, oral, email, telephone & presentation to allow you to form strong working relationships with both customers and colleagues.
- Excellent problem solving skills and the ability to explain solutions clearly to a non-technical audience.
- Self motivated and happy to work independently.
- Flexible and willing to travel worldwide as and when required.
- Must have full clean UK driving licence in order to be capable of site visits to customers.
- Able to work outside of normal hours to service the needs of International customers.