

# Job Description



**Job Title:** Sales Engineer

**Department:** Sales

**Reporting to:** Sales Manager

## **Key Objectives:**

Responsible for identifying, maintaining and developing opportunities for promotion of MSCM products within the oil and gas industry. Advise Clients and prospective Clients on product placement, provide written quotations and provide ongoing support.

## **Responsibilities:**

### **Sales Functions**

- Conduct commercial negotiations with new and existing clients
- Process purchase orders onto MRP system
- Conduct contract reviews

### **Client Interaction**

- Participate in client interface meetings to support the sales and project engineering departments
- Participate in offsite meetings/exhibitions

### **Liaison with:**

- Clients and Prospective Clients of MSCM, Managers, Staff and Contractors

### **Engineering**

- Liaise with Clients on project design
- Assist the project management team to convert client engineering requirements into detailed defined instructions and designs for the procurement and production departments
- Provide quotation data in the form of layout drawings and technical assistance
- Attend internal design reviews
- Assist in the development of design standards

### **Quality Assurance**

- Adhere to Company procedures and British Standards

## **The Person**

### **Qualifications:**

Recognised Engineering Qualification

### **Experience & Knowledge:**

- Excellent verbal communication skills
- 3 years business to business sales experience
- Good writing skills, with the ability to write technical quotes for Clients
- Have a mechanical aptitude

- Basic knowledge/principals of hydraulics
- Experience of pressure retaining components
- Knowledge of British Standards for Engineering Draughting
- Ability to work unsupervised – self motivated
- Fully conversant with Microsoft Office

**Desirable:**

- Oil and Gas Industry experience
- Educated to A-level standard or above
- Higher knowledge of hydraulics
- Experience of working in a engineering/manufacturing environment