

Job Description



Job Title: Technical 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

CAD:

- Create drawings for proposals
- Review specifications to generate drawings

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
- Offer technical assistance when necessary
- 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:

- Commercial experience - in particular account management
- Fully conversant with AutoCAD and SolidWorks or similar

- Knowledge of British Standards for Engineering Draughting
- Have a mechanical aptitude
- Experience of working in a engineering/manufacturing environment
- Excellent verbal communication skills
- Good writing skills, with the ability to write technical quotes for Clients
- Basic knowledge/principals of hydraulics
- Ability to work unsupervised – self motivated
- Fully conversant with Microsoft Office
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Desirable:

- Business to business sales experience
- Oil and Gas Industry experience
- Educated to A-level standard or above
- Higher knowledge of hydraulics
- Experience of pressure retaining components