

MABEY BRIDGE LTD – Vacancy



JOB TITLE:	SALES ENGINEER / SENIOR SALES ENGINEER	SALARY RANGE:	£25-£50K
DEPARTMENT:	UK SALES	LOCATION:	CHEPSTOW
REPORTS TO:	SALES MANAGER		
THE PRIMARY PURPOSE OF THE POSITION			
<ul style="list-style-type: none">To secure orders for the UK division of Mabey Bridge.			
THE MAIN RESPONSIBILITIES AND DUTIES OF THE SALES ENGINEER POSITION			
<ul style="list-style-type: none">Actively look for opportunities within our established markets and seek to develop opportunities within new markets.Secure sufficient work to ensure the profitability and success of the business.Build long-term sustainable open and honest relationships with all clients.Understand the needs of the Client and tailor a strategy suited to their needs.Secure tender deals where possible.Assist with design development and erection schemes, where appropriate.Identify savings and Value Engineering suggestions within the steelwork package where appropriate.Prepare information to enable tenders to be submitted to estimating.Review estimates prior to offer preparationPrepare and present offer to customers explaining technical and contractual issues as appropriate.Follow up offers and obtain feedback.Negotiate prices and contract terms and conditions with ClientMaintain each Client's confidential position on each project.Take responsibility for protecting the commercial position of Mabey Bridge through the tender period.Contribute to the Continuous Improvement Process within the team			
THE MAIN RESPONSIBILITIES AND DUTIES OF THE SENIOR SALES ENGINEER POSITION			
The Senior Sales Engineer role encompasses all of the Sales Engineers role as well as the following:			
<ul style="list-style-type: none">Mentoring and developing Trainee and Sales Engineers.Develop and define bid strategies.Support the Sales Manager in the management of the team.			
EDUCATION AND TRAINING:			
Ideally the candidate will possess a degree in Civil or Structural engineering although consideration will be given to all applicants. All positions require applicants to have excellent IT and communication skills together with a high standard of written English. .			
EXPERIENCE:			
<ul style="list-style-type: none">Candidates should have a technical knowledge of structural steel.Previous sales experience would be an advantage.It is expected that the successful candidates would be able to contribute positively in their roles within a few weeks, however it is anticipated the successful candidates would continue to learn and develop in their roles.			
To apply please submit your CV and covering letter to Julie Payne at the address below or via email to: hr@mabeybridge.co.uk quoting MBL/se/sse			
The Mabey Group of companies is an Equal Opportunities employer. Selection for posts will be solely on the basis of merit.			