Sundridge Search
Recruitment Consultants

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Energy/ Renewables Valves Sales Engineer (£50000 – £55000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Energy & Renewables

Job Location
United Kingdom (based anywhere)

Working Hours
Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary
£ 45000 - £55000 - £ OTE Uncapped

Date posted
January 13, 2024

Description

Our clients mission statement is to be faithful to their pioneering spirit and to be a reliable partner to their customers. Providing innovative and cost effective fluid handling solutions and services. The candidate can be based anywhere in the UK and must have sales experience in Energy & Renewables fluid control solutions.

Responsibilities

As Energy and Renewables Sales Engineer your main objective is to implement strategy in the UK in terms of commercial development and operations management. The Energy and Renewables Sales Engineer, will execute the following;

ACTIVITY 1 – BUSINESS DEVELOPMENT: Propose and supervise execution of Energy, Renewables and O&G business development strategy to include Biofuels, AD market and Oil and Gas sector.

- Builds strategic plan to develop business line in the country in a fast and profitable manner
- Implements Business Case and Business plans on target-accounts and presents it to management for validation.
- Identify appropriate sales channels to support sales development in your area.
- Sets competition intelligence in collaboration with marketing teams.
- Organize prospecting campaign and lead business development programs.
- Express marketing needs and supporting documents required to promote product & services.

ACTIVITY 2 – EPC PROJECT INTELLIGENCE

- Maps the major EPC projects within the UK and communicate across the sales team (Worldwide) to maximize exposure to Engineering companies bidding (FEED, EPC.)
- Lobby EPC to orientate the specs at FEED stage (vs indirect and direct competition) toward our clients solutions, with the support of O&G sales team.

ACTIVITY 3 – Engineered Product SALES: develop sales plan & organization.

- Manages sales activities in the country (offer, orders, claims, payment follow-up) including a detailed sales plan by major account.
- Develop and manage (directly and functionally) an Engineered Product / pump specification sales within the UK.
- Prospection, Promotion, Registration with clients to generate sales leads in your area.
- Reviews and delivers the best technical and commercial bids in line with call for tender instructions and internal rules and procedures in collaboration

with Tenders & Projects Team.
- Ensures regular follow-up of the proposal with Client.
- Negotiates contracts up to final signature of customers.
- Provides Loss/won project analysis feedback and corrective actions to increase success rate.
- In collaboration with Tender team Manager, responsible for contractual risk management (legal, insurances, payments, ..)

ACTIVITY 5 – SERVICE & SPARE PARTS

- Ensure proper aftersales service & support to client.
- Develop spare parts business, through installed base management and aftersales service promotion.

ACTIVITY 6 – BUDGET: Responsible for completing budget.

Forecasts annual, quarterly and monthly turnover related to the Energy, Renewables and O&G markets with marketing teams.
Provides results assessments of sales (period of time to define.)
Ensures strict tracking of invoicing and payments from clients.
Ensures proper on-time Sales reporting.

Qualifications
Candidates must have Energy and Renewables valve sales experience

Job Benefits

- £50000 to £55000 basic salary
- Company car or car allowance (value: £500 to £550 per month)
- OTE (Uncapped)
- Pension (5% vs 5%)
- Health Care (BUPA)
- Home office allowance
- Laptop & phone

Contacts
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