**Job Title: Technical Sales Engineer – Sales (Permanent Full Time)**

**Location: Nottingham**

**Responsible to: Sales Director**

**Company Profile**

LAC Conveyors & Automation are a leading engineering specialist based on the outskirts of Nottingham, with a 60,000 Sq. Ft premises of combined office and manufacturing space. The company has a long history of supplying innovative conveyor, automation and robotic solutions to some of the most well-known brands globally including Amazon, Hermes, Walkers, Aunt Bessie’s, Boots, Greggs and Next.

**Job Purpose**

Reporting into the Sales director, the Technical Sales Engineer will work alongside the sales team in generating new business opportunities. Operating between Sales & Engineering, you will support the sales team within the conveyor side of the business, gathering / reviewing information about client specific requirements, developing concepts and designs in CAD, costings and producing detailed technical proposals/bids. You will work with suppliers and industry specialists, testing customer samples with state-of-the-art equipment and investigate different alternatives. You will be confident in presenting technical solutions internally and externally.

This role sits within a very successful engineering group that operates worldwide. We are looking for someone with at least 5 years’ experience working with conveyors, in a similar role, or a Design Engineer who is looking to move to a Sales/Estimating role.

**Key Skills and Experience**

***Essential***

* **The successful individual with have previous experience of having worked within automation with conveyors specifically and a minimum of 5 years’ experience within either engineering sales or design engineering.**
* **Knowledge of and experience of working with applications within the automation sphere is also essential.**
* **Good level of understanding for complex mechanical / electrical systems**
* **Must be able to interpret customer and supplier technical documentation & specifications**
* **Must be able to read and interpret customer Terms & Conditions and identify risks**
* **Experienced with 3D and 2D CAD**
* **Fully versed in AutoCAD to create designs**
* **Must be capable of chairing meetings both internally and with the customer.**
* **Able to work flexibility and prioritise tasks effectively**
* **You will be customer focused and be financially /commercially aware to ensure delivery to budget**
* **A degree qualified in an Engineering subject or equivalent apprenticeship scheme (desirable)**
* **Must hold a full UK driving licence**

**About You**

Apart from producing high quality work, you will have excellent communication and organisational skills and an inbuilt desire to provide a professional customer service together with the ability to handle pressure during peak work demands. You must be able to work in a close team environment and achieve high standards of time keeping and attendance. You must have the enthusiasm to learn about presenting, negotiating and selling products. You will be an enthusiastic, responsible, honest and trustworthy individual, who can use their initiative and contribute continuously improve ideas to the business. You will be highly organised, able to work to deadline and be a team player that can also work independently.

**Terms & Conditions**

Salary subject to experience

Working Hours Monday to Thursday - 8.30am to 5.00pm / Friday – 8.30am – 4.00pm

**NOTE: This job specification is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the on-going needs of the organisation.**