

## Career opportunity for a Technical Sales Engineer with Detectronic Ltd

### Overview

Detectronic is a growing technology company based in Colne, Lancashire which specialises in the design, manufacture and installation of telemetered water, wastewater and industrial effluent monitoring solutions for the water utilities and other industries.

As a Technical Sales Engineer within Detectronic you will be instrumental in achieving our growth ambitions into key industrial sectors such as food, chemical, oil, gas and process engineering. You will be the key point of contact for customers and prospective customers and will provide both, before and after-sales advice. You'll liaise regularly with other members of the sales and marketing team and technical support colleagues.

### Key Responsibilities

- Search for new clients who might benefit from company products or services and maximise client potential in designated regions
- Develop long-term commercial relationships with clients, through managing and interpreting their requirements
- Negotiate tender and contract terms and conditions to meet both client and company needs
- Provide pre-sales technical assistance and product education
- Ensure the CRM is kept up to date in a timely manner
- Meet regular sales targets and coordinate sales projects
- Support marketing activities by attending trade shows, conferences and other marketing events
- Help in the design of custom-made products to meet market requirements

### Necessary skills

- Previous Sales Experience in a product role
- Full clean (preferably) driving license

### Desirable Skills

- A solid technical background in the wastewater or effluent monitoring sector
- Qualifications to have or be equivalent to Technical Degree or HND background

### Benefits:

- Minimum hours 9am to 5pm, Monday to Friday – with some flexibility to be able to work from home
- Holidays will be 28 days per annum (including bank holidays) from January to December, increasing to 33 days after 5 full years of service
- Salary by negotiation dependent on experience and will be paid the last week of each month by BACS directly into your bank account
- Sales bonus structure to be agreed
- Generous company-contributory pension scheme
- FREE onsite parking
- Mobile phone, laptop
- Casual and business attire external visitors to the business dependant

Please note, on appointment to a position with Detectronic, we carry-out a DBS (Disclosure and Barring Service, previously known as a CRB) check.

Please download the application form from [www.detectronic.org](http://www.detectronic.org). Complete the application form and return it together with a copy of your most recent CV to the careers email shown on the advertisement or the company website.

Detectronic are an equal opportunity employer.