

Job Description

Title: Technical Sales Engineer

Role & Responsibilities

- Joining our Technical Sales Team to support OEM customers in the sales and technical integration of our products aboard specialist vehicles
- Mixed sales role. Involves being a technical consultant to assist our customers in integrating our products aboard their vehicles to researching, prospecting and visiting potential new OEM customers
- Becoming the Point of Contact within our business for your customers and providing support in the form of quotes, technical questions and joint sales meetings
- Attending exhibitions, training days and other events as organised by the business
- Any other reasonable task as requested by the management team.

Key Attributes

- This is a highly technical role. You will be learning how our complex products operate and work and must be able to translate that knowledge into language that our customers understand. A passion for engineering and understanding of basic electrical principles is required.
- Experience in either (or both) engineering and/or sales position – both can be trained in. However, a technical mind, positive attitude and willingness to learn are essential!
- Excellent communication skills – both verbal and written
- Excellent organisation skills
- Ability to understand technical products and how their features benefit our customers

Location

Office base is Exeter, Devon. However, a significant amount of UK travel and overnight stays is required with this position.

Salary

£35'000 per annum + Commission

Car Allowance provided

Mobile Phone & Computer etc

Expenses covered

Description

Merlin Equipment are a leading supplier of electrical power products and systems to the marine, specialist vehicle and defence industries. With over 30 years in business our systems have been fitted to everything from Formula 1 Trucks to front-line Main Battle Tanks and surveillance vehicles to yachts.

Many of our customers are experts in their respective fields of specialist vehicle building. However, they often need assistance with electrical power solutions as they are complex and outside their normal level of knowledge and experience. Your role is to seek out these customers (or work alongside existing ones) and become their 'go to' for electrical power systems. This may mean working with both the vehicle builder and the end user. This will involve proposing an electrical solution, creating an overview diagram and quotation.

Alongside this, there will be product specific sales to OEMs – for example, with batteries, battery chargers, inverters and other power products.

Please apply with a copy of your CV and covering letter.

Please contact: James Hortop, Managing Director, Merlin Equipment Limited, Clyst Court, Hill Barton Business Park, Exeter EX5 1 SA. Tel: 01202 697979. Email: james.hortop@merlinequipment.com