

## **Technical Sales Engineer (Concrete)**

Asset International Structures (A Division of Hill & Smith Ltd) is looking for a Technical Sales Engineer (Concrete) to assist in selling and promoting its concrete products. Due to Asset Structures growth in the market and new additions to its evolving portfolio, now is an exciting time to join this fast-growing company which is part of the Hill & Smith PLC Group.

The role requires a proactive approach in identifying, unearthing opportunities and selling concrete design solutions to the infrastructure and construction market. Strong commercial awareness of the highways, rail and coastal sectors would be advantageous. Asset Structures clients broadly range from a technical background including consulting engineers, local authorities, civil engineering estimators and buyers from the contracting industry.

### **Candidate specification:**

You will demonstrate excellent commercial awareness of the engineering sector and have experience working with concrete and steel structural designs. The position is ideally suited to an experienced engineer with a minimum of 3 years of experience in a similar role and a proven track record in sales generation.

### **Responsibilities and duties**

**Key responsibilities and duties are listed, but not limited to, the below:**

- Identify and seek new sales opportunities.
- Generating sales against set targets.
- Provide pre-sales technical assistance and product education.
- Use analytical and problem-solving skills to address client's requirements.
- Work closely with internal engineers ensuring that client's requirements are correctly interpreted.
- Liaise with the estimating department to assist in calculation of client quotations.
- Review and ensure that technical bids are submitted on time.
- Provide excellent pre- and post-sale client support.
- Develop excellent client relations, manage client expectations, and gain feedback.
- Prepare sales reports and maintain accurate client records.

### **Qualifications, skills, and experience**

- A Degree in Civil or Structural Engineering (BEng or BSc) or HND in Civil Engineering or equivalent experience of working within an engineering environment.
- 3+ years' working in technical sales or engineering.
- Excellent presentation and communication skills, both verbal and written.
- Strong organisational skills.
- Excellent IT skills, including Microsoft Word, PowerPoint, and Excel.
- Possess the ability to drive sales and seek new business opportunities.
- Familiar with CRM systems.
- Ability to prioritise, work under pressure and to meet strict deadlines.
- Excellent numeracy skills.



## The Company

### Heritage, growth and evolution

In 1954, ARMCO established its manufacturing plant in South Wales. With many years of trading success ARMCO's UK arm was sold and purchased by Hill & Smith Holdings PLC in 1986 and began trading under the name of Asset International Structures, (a division of Hill & Smith Ltd).

Since 1986 Asset International Structures has firmly positioned itself as a market leader in the corrugated steel pipe market with its leading brand name of 'MultiPlate'. 'MultiPlate' in its various formats, has been produced for supply into the road construction industry for over 100 years.

Over the years Asset International Structures has fully embraced the necessity to provide value engineering solutions. Each project undertaken, considers improving functionality, enhancing life span and assists in reducing costs.

In order to increase the span range, Asset 'StrenCor' was added to the product suite back in 2000. Asset 'StrenCor' was the first large scale corrugated arch structure installed over a live railway within the UK and was also the widest corrugated steel arch designed and constructed within the UK in recent years.

Over the past ten years additional product lines have been added to the portfolio to include BEBO precast arch and VSoL retained earth structures for both the highway and rail infrastructure markets within the UK.

With a clear focus on future growth and strategic planning in addressing emerging markets worldwide, Asset International Structure continues to add to its product portfolio.

### Working environment

Asset International Structures offers a friendly and supportive working environment, where employees are self-motivated, team players and committed to their work. In return the company offers a range of benefits.

We are an equal opportunities employer and we strive to create a diverse and positive working culture.

### Position Location

Cwmbran, South Wales, UK. Travelling will be necessary within this position.

### Contract Type

Permanent

### Benefits

Holidays: 25 company days plus UK public holidays.

Private pension provision, with maximised employer's contributions.

Private healthcare cover

**Recruitment contact:** Job reference JD06.

## Person Specification Form

**Job Title: Technical Sales Engineer (Concrete)**

**Department: Technical Sales** - Responsible for ensuring sales generation, developing excellent client relations, penetrating new and existing markets to drive sales success.

Factors	ESSENTIAL	DESIRABLE
• Identify and seek new sales opportunities	✓	
• Generating sales against set targets	✓	
• Provide pre-sales technical assistance and product education	✓	
• Work closely with internal engineers ensuring that client's requirements are interpreted correctly	✓	
• Liaise with the estimating department in order to assist in calculation of client quotations	✓	
• Review and ensure that technical bids are submitted on time	✓	
• Provide excellent pre and post-sale client support	✓	
• Develop excellent client relations, manage client expectations and gain feedback	✓	
• Prepare sales reports and maintain accurate client records	✓	
• Have an excellent understanding of the company's product portfolio and services		✓
• Attend, exhibitions, seminars and conferences where appropriate		✓
• Keep abreast of changes and trends within the industry		✓
Qualifications	ESSENTIAL	DESIRABLE
• A Degree in Civil or Structural Engineering (BEng or BSc) or HND in Civil Engineering or equivalent experience of working within an engineering environment	✓	
• Proven experience of working in technical or engineering sales	✓	
• Member of ICE (Institution of Civil Engineering)		✓
Relevant experience	ESSENTIAL	DESIRABLE
• 3+ years' working in technical sales or engineering		✓
• Proven experience of working in engineering sales	✓	
• Working in an engineering sales environment	✓	
• Conducting sales presentations	✓	
• Driving productivity and demonstrating results	✓	

<b>Aptitude, skills, and abilities</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
• Excellent presentation and communication skills, both verbal and written	✓	
• Strong organisational skills	✓	
• Excellent IT skills, including Microsoft Word, PowerPoint, and Excel	✓	
• Drive and seek new business opportunities	✓	
• Familiar with CRM systems		✓
• Ability to prioritise, work under pressure and to meet strict deadlines	✓	
• Excellent numeracy skills	✓	
<b>Personal attributes and disposition</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
• Ability to work independently on own initiative	✓	
• Confident in attending client meetings	✓	
• Represent the organisation at exhibitions	✓	
• Willingness to be flexible and take on additional duties when required in the interest of the organisation	✓	