

Sales Engineer – ICP / iDNO

POWER & DISTRIBUTION TRANSFORMERS

To support four straight years of 20% plus business growth, this role will focus on business development and account management for our DNO approved transformer offer into ICP's and iDNO's.

Wilson Power Solutions are a leading manufacturer and supplier of electrical distribution and power transformers and pioneers of ultimate low loss amorphous core technology. Our flagship product saves money, saves energy, cuts carbon and offers an innovative solution to the worldwide challenge of reducing energy wastage.

The Role: Reporting to the iDNO Sales Manager, your key responsibilities will be:

- Working in co-ordination with the iDNO Sales Manager to identify and target growth opportunities for Wilson Power Solutions (WPS).
- Develop new accounts by nurturing and maximising sales whilst providing market-leading customer service levels
- Achieve personal sales targets and KPI's whilst working towards the combined iDNO sales target
- Review customer enquiries, including the review of project specifications
- Use the CRM tools to efficiently manage new opportunities and request quotations from the Tendering department
- When required, provide timely and accurate quotations, in-line with the customer and company expectations, including collaboration with 3rd party suppliers and contractors where necessary
- Prepare annual business and account plans for key customers to focus sales activity and marketing support for the area
- Manage day-to-day customer requirements, including responses to commercial and technical queries
- Proactively use and maintain the CRM database to ensure all pertinent information is captured
- Attend pre and post order meetings, at both customer sites and the WPS office
- Review, when required, the suitability of Customer Terms and Conditions in order to maintain the WPS commercial position.
- Be the primary point of contact for selected customers identified as Sales Engineer – ICP / iDNO accounts
- Collaborate with key internal departments, including tendering, engineering, production and accounts to ensure the customer expectations are maintained
- Attend and present at both client meetings and company events; exhibitions and CPD's across the UK and overseas as required
- Be available to work when required, to meet business demand

To succeed you will have:

- HV or Transformer experience, preferably with ICP, DNO & iDNO's
- A proven sales track record, ideally within the Electrical Power Supply Sector or within a technical manufacturing/supply sector
- A natural ability to build rapport and a hunger for success
- A confident and dynamic personality
- Excellent communication skills at all levels
- A positive, forward thinking and proactive outlook
- A full UK driving licence
- An electrical engineering background or qualification desired
- Must be flexible as UK and occasional international travel forms part of the role

Salary and benefits:

- Salary negotiable
- Car Allowance
- Working from home
- 25 days holiday per year plus bank holidays
- Employee Benefit Programme
- OTE Bonus Scheme
- Pension

Please email your CV along with a cover letter to the HR Manager, detailing your current salary to hr@wilsonpowersolutions.co.uk. All applicants must be able to demonstrate their right to work in the UK. No Agencies.