

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 ultra-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:

- 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
- Industry knowledge in the Electrical Power Sector is desirable, ideally in transformers although this is not essential and training will be provided to the right candidate
- 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.