

SPECIFICATION ENGINEER

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

As a Specification Engineer, you will be part of the Sales Team. It will be your responsibility to build and maintain relationships with consultants and end users to increase distribution and power transformer sales.

The Role:

- Working in coordination with the Heads of Sales & Marketing to identify and target growth opportunities for WPS
- Develop new & existing accounts, nurture and maximise sales whilst providing market-leading customer service levels within the Consultant & End User customer base
- Carry out the necessary market analysis to scope out potential end-users in key market sectors
- Collate necessary data internally from the engineering & marketing teams to work closely with consultants on distribution transformer specifications
- Organise, refresh & present CPD seminars and other lunch & learn events
- Achieve personal sales targets and KPIs whilst working towards the combined distribution transformer sales target
- Review customer enquiries, including 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 suppliers and internal stakeholders
- 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 to maintain the WPS commercial position
- Collaborate with key internal departments, including tendering, contracts, engineering, production and accounts to ensure customer expectations are maintained
- Attend and present at both client meetings and Company events; exhibitions and CPDs across the UK and overseas as required

To Succeed you will have:

- A proven sales track record ideally within the Electrical Power Supply Sector or within a technical manufacturing/supply sector
- Industry knowledge in the Electrical Power Sector - **essential**
- An electrical engineering background or qualification – **essential**
- Previous sales experience within a specification role - **desirable**
- A natural ability to build rapport with a hunger for success
- A confident and dynamic personality
- Demonstrate excellent communication skills at all levels
- Be positive, forward-thinking and proactive
- Hold a full UK driving licence
- Must be flexible as UK and occasional international travel forms part of the role

Salary and benefits:

- Salary negotiable
- Car Allowance
- Working from home (Hybrid)
- 25 days holiday per year plus bank holidays
- Employee Benefit Programme
- OTE Bonus Scheme
- Company Profit Share Scheme
- EV Salary Sacrifice Scheme and on-site Charging
- Healthcare & well-being Scheme
- Pension

Please email your CV to hr@wilsonpowersolutions.co.uk detailing your current salary. All applicants must be able to **demonstrate their right to work in the UK**. No Agencies.

The closing date for applications is Friday 13th September at 12 noon.