



Job Description – Technical Sales Engineer

The purpose of this document is to provide scope for the role of Technical Sales Engineer, specifically duties and responsibilities involved and the person profile of attributes and skills required for the position.

Job Details

Job Title	Technical Sales Engineer
Based at	Flann Microwave Ltd, Bodmin, Cornwall. Occasional planned travel required.
Position Reports to	Sales Manager
Purpose of the Job	To be part of the internal sales team responsible for providing technical sales support to the company's agents worldwide and to UK customers. To be involved with all aspects of the sales cycle, pre-sales through delivery in order to provide products that meet customer requirements. In addition, to liaise with internal departments to provide market intelligence and create commercially viable solutions.
Pre-requisites	A minimum of 2 years' sales experience in a technical/engineering environment, ideally RF/Microwave. Degree-level qualification in a relevant discipline or equivalent experience.

Key Responsibilities

1. UK Customer and ROW Agent Management: to build and maintain strong customer and agent relationships and gain insight into current and future projects. Regular communication through planned and ad-hoc activities: quotations, proposals, phone calls and emails. Encourage and host visits to Flann. To promote a customer focus throughout the company.
2. Prospects: to understand and target the prospective customer base, military and commercial applications of microwaves, through planned communication activities either directly with customers or through agents. To involve colleagues from other departments as required. Host visits and network with existing customers as appropriate.
3. Sales Reporting: to report on sales performance by analysing quotation, order, selling and material price information: actuals vs targets, conversion rates, trends in the industry etc. by location, industry and product line. Predict future activity based on findings.
4. Pre-sales Activities: to be responsible for pre-sales activities: providing quotations and proposals, assessing probability to convert to order and follow-through on why business was won or lost. Also to provide insight into potential business on information gleaned during customer contacts.
5. Product Development: to work externally with customers and agents, and internally with other business functions, namely R&D, Drawing Office, Machine Shop, Fitting Shop and Microwave Laboratory, to provide commercially viable product solutions.
6. Marketing: to provide input and assistance with the marketing activities of the company, including: exhibitions, advertising, website, campaigns, catalogue and data sheets.

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Person Profile

Personality	The candidate must be a dynamic and confident individual with initiative and enthusiasm, motivating self and others to perform effectively.
Technical Competency	Knowledge of waveguide components and applications and the technical environments within which they are implemented, with the ability to promote these with certainty.
Specific Job Skills	Be responsible for all aspects of the sales cycle, owning regular and ad-hoc tasks and activities through to handover or completion. Show initiative yet understand limitations and communicate appropriately.
Communication Skills	Good communication skills, verbal and written, with the ability to represent the Company professionally in discussions and meetings with all stakeholders of the business. Great presentation skills are essential.
Computer Skills	Computer literate and familiar with the use of the MS Office suite of tools: Word, Excel, Powerpoint, Outlook etc. Familiar with systems and databases that support the sales process of a global business.

Contact

For further details or to apply for this position, please contact:

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