



External Sales Engineer – South West

Established in 1979, Rotec Hydraulics is a company with deep roots in the South West, specialising in Hydraulic, Pneumatic and Electronic Components and Systems. The company's growth offers an opportunity for an experienced, high – performing Sales Engineer to join our existing sales team. The successful candidates will be energetic and self-motivated with good communication skills, commercial awareness and strong technical skills. Previous experience of working in the Fluid Power industry is highly advantageous.

The position will cover Somerset, Devon, Cornwall and surrounding areas, and will be based from one of our depots; in Taunton or Plymouth

Job description:

- Searching for new clients who could benefit from our products and services in a designated region
- Establishing new, and maintaining existing relationships with customers
- Managing and interpreting customer requirements
- Negotiating and closing sales
- Preparing reports for Sales Director
- Meeting sales and KPI targets
- Recording and maintaining client contact data
- Co-ordinating certain sales projects
- Attending trade shows and conferences
- Liaising with other members of the sales and technical teams
- Solving client problems

An attractive remuneration package is being offered for the successful applicant and is negotiable.

Please apply in writing, enclosing your CV to:

Richard Lang – richard.lang@rotec.net

www.rotec.net

STRICTLY NO AGENCIES PLEASE