

Job Title:	Technical Sales Engineer
Based in:	Aberdeen, Scotland, UK (with occasional UK and overseas travel)
Reporting to:	Sales & Marketing Director
Term:	Permanent
Hours:	37.5 hours per week (Monday – Friday)

Nature & Objectives of the Position
<p>The Technical Sales Engineer will work within C-Kore’s international sales team and will help to ensure that customers receive a positive, efficient and personable service in all of their interactions with the customers.</p> <p>A key objective of the role will be to help the company achieve its sales targets by nurturing existing client relationships and building new ones.</p> <p>The Technical Sales Engineer will support the Sales Managers in defining the customer’s technical requirements and converting these into comprehensive and accurate sales quotations.</p> <p>The Technical Sales Engineer will deliver sales presentations at meetings with customers and at trade shows and conferences, to promote understanding of the features, advantages, and usage of the C-Kore tools.</p> <p>The Technical Sales Engineer will be required to uphold C-Kore’s ethics and compliance policies, and to promote safety and quality in all aspects of their work.</p>

Main Duties & Responsibilities
<p><u>Sales Prospecting:</u> -</p> <p>Maintain contacts with customers to gain an understanding of their plans for projects that may require C-Kore tools.</p> <p>Communicate directly with the customers at all stages of a sales opportunity.</p> <p>Assist in the preparation and manning of the C-Kore stand at sales exhibitions, trade shows and conferences in the UK and overseas.</p> <p>Present C-Kore’s products to potential customers in a positive, engaging and accurate way.</p> <p><u>Processing Sales Opportunities:-</u></p> <p>Gather application-specific requirements through meetings, emails, and conversations with customers.</p> <p>Create appropriate and accurate quotations.</p> <p>Follow up on the progress of jobs with customers.</p> <p>Complete the appropriate internal technical and commercial reviews when progressing opportunities from enquiry to order phases.</p> <p>Represent C-Kore at meetings with prospects / customers.</p> <p>Follow-up with the customer at the end of the job to get their feedback.</p> <p><u>Marketing Support:</u> -</p> <p>Assist with creation of marketing material (e.g press releases, advertisements, and articles in industry magazines and periodicals)</p> <p>Support the maintenance of the C-Kore website content and social media accounts.</p>

Document:	723-01-04-018 Issue 1	Sheet:	1 of 2	C-Kore Systems Ltd
Status:	Issued	Issue Date:	08/04/2024	

Qualifications & Experience

Required: -

- Degree / HND (or equivalent) in a technical or engineering discipline.
- Excellent interpersonal communication skills to converse with both customers and colleagues.
- High standard of working English, both spoken and written.
- Confidence to present technical material at conferences and meetings with clients, both remotely and in person.
- Efficient time management and organisational skills – being self-driven with the ability to work independently.
- Knowledge of Microsoft Office and general computer literacy.
- UK driving licence.

Desirable, but not essential: -

- Practical knowledge of subsea production control systems and subsea intervention techniques.
- Experience of business to business selling of products and services.
- Experience of Microsoft Dynamics 365.
- Skills and experience in using social media in a commercial context.

C-Kore Systems Limited

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Document:	723-01-04-018 Issue 1	Sheet:	2 of 2	C-Kore Systems Ltd
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