



Person Specification for:

Sales Engineer – Industry Sales (Mobile Machines (MM))

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The business field of Mobile Machines is a high priority for SICK (UK) Ltd.

In order to grow this side of the business SICK (UK) LTD is recruiting for a Sales Engineer for FA/LA for Mobile Machines (Construction Machinery, Municipal Vehicles, Agricultural Machinery and Off Highway vehicles). Working alongside the Manager – Industry Sales and a team of Sales Engineers the successful candidate will have the necessary qualifications, knowledge, skills and drive to enhance the Company's customer service offer and grow SICK's presence in that market.

Key Attributes & Qualifications

- Formal qualification in Engineering to at least BTEC HNC/D level or industry-based equivalent knowledge and experience
- Excellent and proven account management skills acquired in a minimum of 2 years' experience in a similar role within the UK prior to this role
- Knowledge of or experience in working within sales to the Mobile Machines market would be preferred
- Knowledge of or experience in delivering Systems/Capital sales proposals to end users is preferential
- Knowledge of or experience in trial processes leading to long term component sales
- Demonstrate the ability to manage "Solution Sale" and to add value at each opportunity
- Proven track record and self-starter in sales growth and winning new business.

The candidate will

- be self-motivated and enthusiastic
- desire to develop their career both technically and in key sales skills
- be motivated to achieve personal development goals both in sales and technical ability
- have excellent communication skills, both written and verbal
- have excellent interpersonal skills
- be able to work on their own initiative and as member of a team
- be able to work to deadlines
- have attention to detail
- be computer literate and able to use the Microsoft Office suite
- be motivated to achieve customer satisfaction for ongoing business
- be motivated to achieve growth through gaining new business in developing markets whilst increasing the SICK Share of Wallet in existing accounts
- ideally be located centrally in the UK
- on occasion be able to travel and / or to stay away over night
- on occasion meetings and observations may need to be carried out at unsocial hours
- have a clean UK driving licence