



Sales Engineer – Industry Sales (Mobile Machines – MM)

Function and strategic requirement within SICK (UK) Ltd

The business field of Mobile Machines (Construction Machinery, Municipal Vehicles, Agricultural Machinery and Off High way vehicles) is a high priority for SICK (UK) Ltd. This area represents key strategic growth, which will shape the future of the Company's results. Increasing complexity of the SICK offer and customer requirements demand an effective/efficient approach ensuring the correct offer is made; whether that be based on serial products or bespoke systems. SICK represents the cutting edge of automation technology in terms of its components and systems for the key areas stated.

Increasingly, customers require a consultative approach to managing both internal and external customer expectations. These include:

- Key Account Management
- Developing existing business
- Identification and conversion of new business opportunities
- Identify market trends within "new to SICK business" fields
- Aligning future technologies
- Identification of automation possibilities to improve efficiency
- Coordination of resources and knowledge
- Ability to identify the correct technology solutions from sensors to full systems

To meet the requirements of the increasing complexity within the markets served and the solutions offered, SICK (UK) Ltd is looking for a Sales Engineer within the Industry Sales team to support and develop these market areas. Working with support from other team members and Product Management the candidate will be responsible for Key Accounts throughout the UK and develop high potential new accounts/opportunities. Within the role, the candidate's self-starting, distinctive skill set will enable them to develop their technical and sales ability to deliver on customer requirements.

The role provides personal development to either support or to become an expert in this field through knowledge in all of SICK's relevant products and applications. Using a consultative approach and Key Account management skills the potential candidate will be expected to identify business opportunities, manage the sales process, including forecasting, accordingly. They will be working closely with the Manager – Industry Sales and the Industry Sales Team to ensure sales and effective management of the market and its customers. Increasingly the relationship between sub supply, integration and end users becomes ever more important and the ability to network is a must. To enable this, the potential candidate will be fully trained in the operation and be expected to use of SICK's market leading portfolio and sales processes.