



Person Specification for:

## **Sales Engineer – Regional Sales**

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Locations:

South East: BN, BR, CR, CT, DA, HP, KT, ME, PO, RG, RH, SL, SM, SO, TN, TW, UB  
South West: BA, BH, BN, BS, CF, EX, GL, NP, PL, SA, SN, SP, TA, TQ, TR.

The main objectives of the role are

1. Maintain a working knowledge of all SICK products and associated applications
2. Work in an effective manner to achieve annual targets
3. Identify potential customers for the SICK portfolio of products
4. Maintain a knowledge of competitors' products, prices and discounts
5. Communicate effectively and in a timely manner with the Internal Sales Office
6. Maintain the CRM 365 system including customer interactions, quotes etc

Key Attributes & Qualifications

- Formal qualification in Electrical / Electronic Engineering, eg: BEng (hons) or industry-based equivalent
- Excellent and proven Account Management Skills
- Minimum of 2 years' experience in a similar role
- Knowledge of or experience in working within the Consumer Goods sector would be beneficial

The candidate will

- be self-motivated and enthusiastic
- 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
- have a clean driving licence
- ideally located within the sales territory
- on occasion be able to travel and / or to stay away over night
- be willing to attend training courses some of which will take place at the parent company in Germany