



Intelligent illumination

JOB DESCRIPTION

Position

Sales Engineer

Location

Home based covering the UK

Purpose of the Job

To contribute to the development and sustainable growth of the portable products business in line with the Coeval Business Strategy, by utilising their market knowledge, technical skills and contacts.

Description of the Job Activities

Key Responsibilities

1. Sales of the portable products range
2. Developing of an opportunity pipeline
3. Meeting the quarterly/annual budgeted Order Intake and Sales targets
4. Market and competitor analysis
5. Being able to demonstrate at a technical and operational level of portable products range
6. Participate in technical review meetings with suppliers

Person Specification

	Desirable
Qualifications	<ul style="list-style-type: none"> • Minimum of GCSE in Maths and English • Technical qualification
Experience	<ul style="list-style-type: none"> • Working within a technical sales role • Working in the portable traffic product marketplace
Skills & Abilities	<ul style="list-style-type: none"> • Good communicator • Good interpersonal skills • Ability to work to deadlines. • A competent user of the Microsoft Office suite
Personal Qualities	<ul style="list-style-type: none"> • Good organisational skills • Keen eye for detail • Proactive. • Ability to build and maintain relationships. • Able to represent the business in a professional manner. • Adaptable • Collaborative
Other	<ul style="list-style-type: none"> • Flexible approach to working hours. • Willingness to travel and stay overnight, dependent upon business needs. • Full driving licence