



Sales Engineer
Day shift, Full-time 37.5 Hours a week
Salary: Depending on Experience

Permali is going through an exciting period of growth and as a result we are looking to expand our current workforce.

Role purpose:

The Sales Engineer is primarily responsible for increasing sales and delivering business growth at acceptable margins through working closely with existing and new customers at a technical level across a wide range of industries to develop existing revenues and develop new revenues.

The role will require UK and International business travel. You must be eligible to achieve HMG security clearance (British Citizen and have resided in the UK for the last 5 years)

Sales Engineer responsibilities include:

- Execute on business sales strategy to achieve growth targets and prepare sales reports demonstrating pipeline of opportunities through company CRM tools.
- Identify new product opportunities suitable for Permali's extensive production capabilities and contribute to the growth of the business in a range of engineering sectors.
- Managing and retaining relationships with existing clients, while building client base.
- Identify new product development opportunities for composite and polymer solutions in new market sectors.
- Attend and exhibit/present at industry conferences, exhibitions, and events.
- Identify and research new market sectors with profitable income streams.
- Create contacts up to the highest level of decision making, working from new leads through different levels of an organisation's hierarchy.
- Drafting and reviewing contracts.
- Technical liaison between Permali and the client on new enquiries, understanding/interpreting the customers requirements and delivering competitive technical and commercial proposals.
- Quickly develop an in-depth knowledge of bespoke composite products and the associated value proposition as and when required.
- Developing growth strategies and plans, by building on success and identifying areas which need improvement
- Support the project management team to assist smooth introduction of new contracts/products into and through production, aligned to client delivery and quality requirements.

Key skills and attributes of Sales Engineer:

- Educated to degree standard or equivalent in engineering
- Minimum 3 years B2B sales experience, preferably in manufacturing/engineering sectors
- Strong track record of account management, closing deals, and achieving sales targets
- Proven ability to negotiate
- Experience of working to and exceeding targets
- Knowledge of composite and/or polymer materials desirable but not essential
- The ability to self-motivate and motivate a team
- Excellent organisational skills and demonstrated business judgment
- Excellent communication (written and verbal) and presentation skills
- Good computer skills with experience of using the MS Office suite. Experienced at using CRM systems.
- Ability to communicate information, whether technical or non-technical to staff members and customers, in a clear and concise manner
- Confident, proactive, self-starter and enthusiastic self-learner

In exchange we offer:

- 34 days of annual leave, including Bank Holidays
- 3% Employer Pension Contribution
- Life Assurance x 3
- Income protection scheme
- Private medical cover
- Cycle to work scheme

If you are interested in applying for the vacancy, please forward on a CV and a covering letter to Magdalena Oleszczak at jobs@permali.co.uk