

## Sales Engineer

### Seatronics Vision and Mission

Seatronics are the Marine Technology Specialists. With our solution focused culture, engineering strength and extensive product knowledge, our vision is to remain the leading provider of marine electronics solutions to the global subsea market. We supply specialist subsea solutions pursuing excellence both in engineering capability and customer support. Our continually developing expertise allows us to provide full service capability on demand encompassing rental, sales, service & repair, calibration, personnel and asset management.

### Overall Purpose of Role

The Sales Engineer is responsible for growth and development of our Rental Sales Division across the UK Region. The role is directly accountable to the Operations Manager managing the current resources to deliver or exceed the agreed rental and sales targets at or above the agreed profit percentage.

**Relationships:** Reports to Operations Manager, liaises with all staff, clients and suppliers.

### Key Responsibilities and Accountabilities

The responsibilities of the postholder will include but not be limited to the following:

#### Sales Engineer

- Leading and promoting the Rental and Sales effort within the company
- Quote customers for rentals and sales including following up on enquiries
- Raise Pos for purchase and rental equipment
- Work with Operations manager to grow and develop our Rental Sales Division
- Identify and develop new customers throughout the UK Region, Europe and Africa on behalf of our represented products as previously discussed
- Tasked with promoting the companies rental, sales and associated services currently offered, namely our calibration facility, ROV Tooling and Cabling
- Liaise with other bases to ensure equipment requirements are met
- Ensure that a client database is maintained at all times. This to include not only all details of projects and orders but also key customer contact names and communication details.
- Provide a weekly report to the Operations Manager, including rental orders and revenue forecast, details of new leads and prospects that material to the company and information on any market developments or trends that may impact the business.
- Undertake work in line with various areas of compliance, including but not restricted to Customs/Export Control/Import/Anti-Bribery/QA

## Experience and Qualifications

Desirable experience and qualifications are as follows:

- Degree or equivalent in a relevant area
- Experience managing a team in a fast paced sales environment
- Experience of managing an asset rental pool to ensure good utilisation and budgetary control
- Experience of Microsoft Office suite; Word, Excel, PowerPoint, Outlook

## Skills and Knowledge

- Knowledge of the oil and gas sector including the offshore market
- Market awareness of marine equipment and subsea operations
- Excellent organisational and time management skills
- Exceptional attention to detail with good analytical skills
- Strong problem solving skills
- Demonstrated verbal communication skills
- Seatronics' compliance processes, including but not restricted to Customs/Export Control/Import/Anti-Bribery/QA

## Personal Qualities

- Ability to carry out duties in a timely and organized manner with particular attention to maintaining the high QA standards already in place.
- Customer focused with a forward thinking attitude
- Outgoing team player with a professional approach.
- Able to communicate at all levels
- Ability to work to tight deadlines and remain calm under pressure
- Conscientious and helpful
- Willingness to learn and participate in in-house training
- Willingness to work overtime as and when required in order to meet deadlines for upcoming projects

## Work Requirements

- Actively promote and maintain the company's high standards for health, safety, environment, quality and equality
- Actively participating in regular team and company meetings as required
- Highlighting new working practices which may benefit the company
- Maintain good relationships with internal clients and other departments
- Willingness to maintain Continual Professional Development
- Developing a good understanding of the company's policies and principles
- Ability to occasionally travel within the locality

## Competency requirements

### Essential competencies that are critical for job success

#### 6.2 Delivering results and meeting customer expectations

- Focuses on customer needs and satisfaction
- Sets high standards for quality and quantity
- Monitors and maintains quality and productivity
- Works in a systematic, methodical and orderly way
- Consistently achieves project goals

#### 8.2 Entrepreneurial and commercial thinking

- Keeps up to date with competitor information and market trends
- Identifies business opportunities for the organization
- Demonstrates financial awareness
- Controls costs and thinks in terms of profit, loss and added value

#### 4.2 Applying expertise & technology

- Applies specialist and detailed technical expertise
- Develops job knowledge and expertise through continual professional development
- Shares expertise and knowledge with others
- Uses technology you achieve work objectives
- Demonstrates appropriate physical co-ordination and endurance, manual skills, spatial awareness and dexterity
- Demonstrates an understanding of different organisational departments and functions

#### 3.1 Relating and networking

- Establishes good relationships with customers and staff
- Builds wide and effective networks of contacts inside and outside the organization
- Relates well to people at all levels
- Manages conflict
- Uses humour appropriately to enhance relationships with others

### Desirable competencies for job success

#### 5.1 Learning and researching

- Rapidly learns new tasks and quickly commits information to memory
- Gathers comprehensive information to support decision making
- Demonstrate a rapid understanding of newly presented information
- Encourages an organisational learning approach
- Manages knowledge (collects, classifies and disseminates knowledge of use to the organisation)

#### 7.2 Coping with pressures and setbacks

- Works productively in a high pressure environment
- Keeps emotions under control during difficult situations
- Balances the demands of work and personal life
- Maintains a positive outlook at work
- Handles criticism well and learns from it