

## 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 Asia-Pac 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 General Manager, liaises with Seatronics team, 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 Asia-Pac region 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

- Ensure effective self-management to work in accordance with the company's values, goals and objectives.
- Willingness to maintain Continual Professional Development to ensure your own knowledge base enhances Seatronics' capability and that you comply with the company's policies, processes and principles.
- Maintain integrity by being honest and transparent with staff, clients and suppliers in line with business policies.
- Highlight new technologies or working practices which may benefit the company by way of the Process Improvement Report (PIR) process.
- Actively participate in regular team and company events as required.
- Ensure we focus on being customer centric by developing good relationships with clients and suppliers and providing outstanding levels of service to ensure client needs are met on time, every time.
- Participate in the leadership and commitment of QHSE to ensure there is zero harm to our people, the environment and equipment.
- Take an active role in ensuring the quality of our products and services fully meets customer requirements.
- Ensure you work in line with various areas of compliance, including but not restricted to Customs/Export Control/Import/Anti-Bribery/Quality Assurance (QA).
- Ideally have a clean driving license and the ability to travel to global companies when necessary.
- Ensure you are deemed fit for the role or assignment being undertaken by undertaking medical examinations/tests and/or vaccinations in line with local legislation.

## 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