

JOB SPECIFICATION

Vacancy - Technical Sales Engineer

COMPANY: Sovereign Air Movement Ltd
CONTACT: Kevin Leadbetter
TEL NO.: 0113 218 6100
EMAIL: kevin@sovereignairmovement.co.uk

ADDRESS: Unit B National Court
Fox Way
Leeds
LS10 1PS

COMPANY PROFILE:

Founded in 2000, Sovereign Air Movement is an independent family run business, based in Leeds, West Yorkshire. Owing to the considerable success of the company over the last 10 years, Sovereign has recently outgrown its original premises and moved, closer to Leeds City Centre, to an impressive, 17,200 sq ft manufacturing and distribution warehouse facility within easy access of the M1 and M62.

Sovereign works closely with some of the most well-regarded contractors and consultants in the building services industry, providing air handling solutions for many of the UK's best-loved brands.

JOB DESCRIPTION:

The main purpose of the job is to sell air movement systems to both the OEM market and direct to M+E Contractors. There are two regions vacant: the North-East and the South/South-East. Responsibilities of the role:

- Network effectively in the HVAC sector in the region, marketing Sovereign products, finding leads, following tenders and closing sales.
- Have knowledge of customer applications in order to recommend products that meet customer requirements.
- Build broad and deep relationships with key customers to understand their business to facilitate understanding of their requirements.
- Make product and project recommendations based on customer needs and market trend developments.
- Making technical presentations and demonstrating how a product will meet client needs
- Offering after-sales support services
- Recording and maintaining client contact data
- Work closely with the rest of the Sales Team and the Sales Director

CANDIDATE SPECIFICATION:

Qualifications: Probably educated to degree standard

Skills:

Sales:	proven ability to develop new clients and markets
Organisational:	ability to develop and use best systems for planning and reporting
Technical:	knowledge of air movement equipment and solutions
People:	develop and work with differing personalities using knowledge and empathy
Financial:	Proven record of working within budget and meeting targets
Communication:	verbal and written

Traits: Active, Impulsive, Quick to act, Animated, Dynamic

Experience Required: This role requires someone with a background in air movement/air conditioning who has sold equipment into the construction sector. Ideally you will be technically trained in air movement and be capable of managing a solution sale.

SALARY: TBA :