

Position Title : Applications Support Engineer
Location : Dungannon
Reporting to : Technical Sales and Applications Manager
Hours of work: 39% Hours per week

Reporting to the Technical Sales and Applications Manager you will be responsible for supporting the technical sales department provide technical presentations to the dealer network in order to maximize sales of our crushing and screening range, to provide technical specification documents and update and keep a library of case studies, aggflow calculations and visio, autocad, 3D max sales drawings.

Main Duties & Responsibilities will include

- Providing technical support to the sales department
- Preparing technical presentations for dealers and end-user customers
- Preparing commercial and technical materials to be used as sales tools for both current & new products, for example technical specification documents
- Ensuring that the correct equipment is selected to suit required applications
- Preparing Aggflow calculations, Cost Calculator, Visio, 3D Max and Auto-cad drawings when requested for full plant layout as per customer requirements
- Maintaining and updating a library of stored information & case studies
- Creating and introducing the new **GVP** across the 3 main sites in UK.
- Co-ordinating all UK site visits by international Dealers & Customers.
- Preparing technical & commercial comparisons on competitor products for PS equipment range
- Working closely with Technical Sales Department and Dealer Managers in order to give a rapid response to dealer/customer requests
- Project manage new projects undertaken by the department
- Carrying out on site and off site Technical Sales Training for Terex and dealer staff
- Managing, updating and maintaining Aggflow software when technical changes are made
- Carryout site visits when necessary to evaluate future & existing installations
- Initiating testing of material samples and prepare material gradations and full test reports.
- Updating and maintaining plant quotation database & monitor sales derived from Aggflow calculations.
- Any other duties as defined by the Technical Sales & Apps Manager & Sales Director from time to time
- Providing technical drawings and technical advice on machine specifications, machine combinations and layouts at exhibitions & open days
- Assisting with planning and machine set-up at exhibitions & open days
- Assisting with presentation of technical marketing information for editorials & the web site
- Creating and Managing the Technical Sales information being loaded onto knowledge base

Experience and Qualifications

- 3rd level qualification in Mechanical Engineering
- Minimum 1 year experience gained within an engineering related environment.
- Proficient in Autocad, Visio & Aggflow packages
- Strong interpersonal skills
- First rate communication skills (written and verbal)
- Technical background would be an asset specifically mechanical engineering, quarry engineering etc

Knowledge, Skills and Abilities:

- Self-motivated and high energy
- Ability to work within a team
- Ability to work in an environment that is fluid with constantly changing priorities
- Negotiation skills
- Customer focus
- Action Orientation
- Excellent verbal and written skills
- Ability to influence at all levels
- Highest level of integrity, honesty and trust
- Drive for results
- Excellent listening skills
- Business Acumen
- Perseverance

This above description is non-exhaustive and there may be additional duties in accordance with the role.

In order to apply for these positions a company application pack can be obtained by contacting Gillian McNeill via email on gillian.mcneill@terex.com or telephone 028 8771 8598.

Close date for all applications will be no later than 2.00pm on Friday 3rd February 2012.

Terex is an equal opportunity employer and appointments are based on merit. We value diversity and welcome applications from all sections of our community. A recent survey of the workforce within our Dungannon facility highlighted an under representation of employees from the Protestant community. We would therefore particularly welcome applications from this section of our community.