

Job Title: Sales Support Engineer – Powerscreen Washing Equipment
Reports to: Powerscreen Washing Sales Manager
Location: Powerscreen Dungannon

Overview

Reporting to the Washing Sales Manager and supporting the global Sales & Marketing team, the Washing Sales Support Engineer, will be responsible for providing technical & sales support to internal Powerscreen Sales team and the Global Dealer network.

Purpose

The role is intended to establish improved technical support to grow sales of Powerscreen Washing Equipment through increasing the number of dealers and geographies in which washing equipment is sold.

Scope:

Worldwide Mining, Quarrying, Aggregate and Recycling Sectors.

Key Activities

- Provide technical support for the Washing Department
- Generate leads through prospecting with Dealers and Dealer Managers
- Testing of material samples, sieve analysis and preparation of test results
- Prepare official Pricing & Quotations for Dealers and end-users
- Prepare initial Visio & Aggflow sales & layout drawings at the time of quotation
- Maintain current database of all outstanding quotations
- Liaise with engineering department to conduct technical specification and costing review of new orders prior to order acceptance
- Liaise with Production Control department to maintain production backlog schedule and advise dealers and sales team of any delays to schedule
- Prepare final installation drawings prior to plant being dispatched from the factory
- Update and create new marketing information and specification sheets
- Assist with internal factory and external Dealer Product Sales Training

Qualifications Needed:

- Minimum 2 years mechanical engineering experience in industry
- Experience in Screening and/or crushing equipment is desirable
- Ideally educated to degree level or equivalent
- Strong engineering acumen
- Extensive Experience in use of AutoCad and/or Pro-Engineer design programmes
- IT literate – Microsoft Packages
- Strong interpersonal skills
- First rate communication skills (written, presentation and oral)
- Self starter and results driven

Skills Required

- Proven competence in technical and engineering sales of capital equipment
- Strong mechanical engineering ability with an understanding of hydraulics
- Extensive Experience in use of AutoCad and/or Pro-Engineer design programmes
- Ability to communicate effectively internally and externally with strong presentation, report writing and oral skills
- Industry experience within the Screening & Crushing sector
- Able to work effectively across a range of cultures

Reporting

- Ensure clear and effective written reports as required
- Monthly travel plan

General

- Ensure solid understanding of Washing, Screening & Crushing equipment
- The role may involve other duties as required by senior management
- The role will entail overseas travel

Main Working Relationships:

- Washing Sales Manager
- Washing Engineering Manager
- Global Sales & Marketing Director
- International Sales Manager
- General Manager Louisville
- Sales Manager N America
- Dealer Managers
- Dealer Principals and Dealer sales teams
- Marketing Department
- Quality & Reliability Department
- Technical Service Department
- Operations & Production Departments
- Engineering & R&D Departments
- Customer Support Department
- End Users of Equipment

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.

