



GREEN'S

Part of the Heat Exchange Group

WASTE HEAT BOILER & STEAM SYSTEMS SALES ENGINEER

To apply, you will need to have 4 – 5 years' experience in a similar role within an Engineering company and hold a degree in Mechanical Engineering or HNC, or equivalent qualification in a related field, with thermal engineering bias.

Responsibilities:

- Successfully develop, manage and co-ordinate domestic and international customer relationships, communicate well through email/phone and in person and be a comfortable presenter.
- Produce and manage high quality technical and commercial offers for Waste Heat Boilers / Steam Systems.
- Produce robust cost estimates using proprietary programs and spread sheets.
- Obtain quotations for proprietary equipment from external suppliers.
- Co-ordinate well with other departments (engineering, manufacturing) to provide the necessary information for the support of proposals.
- Maintain high quality proposal file for each enquiry/offer.
- Actively seek out new market opportunities (business development).

Skills

- Understanding of / ability to produce steam systems P&ID.
- Understanding of controls and instrumentation.
- Understanding of design and manufacturing standards.
- Excellent organisation skills.
- Strong interpersonal skills, to contribute to sales team and build effective relationships with clients.
- Good communication and negotiation skills, to manage expectations internally and externally.
- The ability to work collaboratively as part of a team, with a can-do attitude, always willing to go above and beyond, championing customer service.

Please apply for this role by emailing your CV and covering letter stating this position to - opportunities@greenspower.co.uk