

Job Vacancy

<u>Job Title:</u>	Area Sales Engineer
<u>Reports To:</u>	Commercial Director
<u>Salary:</u>	Negotiable (dependant on experience)
<u>Hours:</u>	37.5

The Company:

Acrastyle Limited is a privately owned UK based engineering company, involved in the design and manufacture of protection and control solutions for the electrical transmission and distribution market. Having been originally founded over 50 years ago, our experienced project and engineering teams deliver complete in-house design, manufacture and full factory functional testing of its products and solutions.

Job Summary:

This is a regional sales role, for candidates ideally located in either Northern or Southern England. Responsibilities include selling a range of electrical solutions and engineering services including protection & control, disconnectors, neutral earthing resistors and battery charging solutions at all voltage levels.

The successful candidate will utilise existing contacts known to them within the electrical power market sector to promote the products and services as well as secure orders and framework agreements.

This is a completely new business focused role involving the successful candidate being challenged with targeting the DNOs, IDNOs, EPCs, Main Contractors and any other industry related prospects. The role offers a negotiable salary dependent on experience in addition to car allowance, a laptop and a mobile phone.

The Ideal Candidate:

- Must be able to demonstrate an ability to win business based on features and benefits; not necessarily on price
- Will ideally have experience of selling into the electrical utility market sector and specifically understand the sales process in winning orders and framework agreements
- Will be a new business champion who is driven and committed to securing new business
- Will preferably have an understanding of electrical power systems, whether from a similar product range or associated products, i.e. sub-station equipment, switchgear, transformers etc
- Will ideally possess a relevant engineering based qualification, although this is not essential
- Should be determined, self-motivated, reliable and must be eligible to work and live in the UK