

Trainee MHI Sales Engineer

Locations – North East, South West and London / South East



Are you keen to work in an exciting, vibrant environment specialising in green energy solutions?

Come on a journey with us to develop a lasting career, providing you with inspiration and motivation, as we project our business to the next step.

We are recruiting for ambitious Trainee Sales Engineers to join our sales team, to work in the North East, South West or London / South East sales areas.

Your main role will be to promote the Mitsubishi Heavy Industries air conditioning products to DX contractors.

Previous experience is not essential – you will participate in the MHI Trainee Program, envisaged to take approximately 12-18 months. Your training schedule will be developed in conjunction with your line manager with regular training modules associated with both product knowledge and sales skills development.

We will provide you with a clear path toward becoming a fully qualified Sales Engineer specialising in air conditioning.

This role will attract regular salary increments as you expand your knowledge and flourish as a Trainee Sales Engineer.

Your main duties / responsibilities will include:

- Participate in and complete the Trainee Program
- Promote, develop and grow sales within your sales area
- Assist with site visits, specification of VRF, ventilation, controls and commercial heat pump systems
- Keep up-to-date with legislation, products and industry trends
- Maintain ongoing professional relationships with prospective clients

About you

The ideal candidate will be:

- Self-motivated
- Energetic
- Driven
- Confident
- Studious
- Passionate

Skills required:

- Problem solving
- Effective communication
- Good presentation skills

You will require the ability to travel around the country when required, therefore, a full driving licence is required, with transport being provided to you.

About us

Beijer Ref UK & Ireland is a leading group of refrigeration and air conditioning wholesalers with 47 branch outlets and utilises two distribution centres for centralised stocks. There are 4 wholesalers within the group; Dean & Wood Ltd, HRP Ltd, RW Refrigeration Wholesale Ltd and DWG Refrigeration Wholesale Ltd (Ireland). Also within the group is our MHI (Mitsubishi Heavy Industries) air conditioning business, Beijer Ref Refrigerants and Beijer Ref Academy.

We are part of the Beijer Ref AB group - the world's largest refrigeration wholesaler, with over 4,200 employees in 39 countries in Europe, Asia Pacific and Africa, with 450 branches.

Our core values (CUES) are being Committed, United, Engaged and Straightforward with our focus on:

- Climate impact – we spread our expertise within the group and to our customers, allocating resources toward environmentally friendly refrigeration technology. Our strategy and objectives are linked to the UN's 17 sustainable development goals, resulting in 5 focus areas:
 - The environment
 - Employees
 - Business ethics and anti-corruption
 - Responsible supply chains
 - Partnerships
- Sustainability – maintaining a stable business model that stands the test of time
- Diversity – we aim to increase diversity in a positive direction at all levels
- Work environment – good working conditions for our employees is a priority

This is an excellent opportunity for someone looking to embark on a successful career with a market-leading business. Please apply, enclosing your current CV, and detail in the application how your experience and skill set will help you in this role.

We are an equal opportunity employer. We welcome applications from all qualified individuals.

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