

Trainee Sales Engineer

Walthamstow

A leading wholesaler to the refrigeration and air conditioning industry is seeking a Trainee External Sales Engineer to join its sales team. You will be based from the Walthamstow service centre and operate in the surrounding areas.

You will be willing to undertake the company's own in-house Sales Engineer training programme, equivalent to NVQ Level 2 qualification in Refrigeration & Air Conditioning, working towards becoming a Sales Engineer.

You will promote and develop the sale of the complete range of the company's products through your service centre operating region.

As the Trainee External Sales Engineer your duties will be to:

- Achieve product sales / market share in line with company objectives and targets within the sales area.
- Maintain contact with the company's customers and potential customers through Goldmine processes.
- Acquire the necessary selling skills, product knowledge and understanding of company policy in consultation with your manager and to present in a business manner the correct information during your daily activities.
- Adhere to the structure for trainee sales engineers – in consultation with your manager.
- Maintain Goldmine records within the sales area and plan a journey cycle to ensure adequate coverage of the area, in line with Goldmine and the SMT (Senior Management Team) requirements.
- Report on a regular basis to your manager on market trends, competitive activities and matters affecting company products and policy.
- Attend conferences and exhibitions as designated in accordance with company objectives and represent the company at trade promotions and exhibitions.

To be a successful Trainee External Sales Engineer you will have the following skills and experience:

- Be an ambitious, self-motivated individual with a common sense approach who is able, after training, to work on their own but also as part of a team.
- Sales experience is not essential as training will be provided.
- A current driving licence, preferably clean.

Training will be provided.

Please apply by email attaching your current CV to:

Rachel Wenman
Tel: 01372 389221
E-mail: recruitment@beijerref.co.uk



Refrigeration &
Air Conditioning Supplier

Better by degrees[°]

www.hrponline.co.uk