

## Technical Sales and Business Development Executive, Applied Power Engineering Ltd

*Covid-19 is not going to stop our search for top SALES TALENT: now's your chance, despite these uncertain times! Applied Power Engineering (APE Ltd) is already pivoting towards "the new normal" and there couldn't be a better time to join their already successful, tight-knit sales team in this new role.*

*That's YOU, if and only if, you're an ambitious and energetic individual looking for a Technical Sales challenge in a fast-paced, double-digit growth engineering environment as well as: have an electrical/engineering/generator installations background combined with the hunter mentality of a Grade-A sales professional. To be seriously considered for this role you will find out for yourself what APE Ltd do: if you were expecting to be told you're definitely not the person that we seek!*

*Punching well above their weight and attracting the attention of blue-chip clients: APE Ltd is a market-leading specialist in power generation solutions, based in Rotherham. They have experienced sustained high double-digit growth and have equally ambitious objectives for the future that many would envy.*

To attract only the best to this new role - that will be YOU - £neg basic salary with an expectation OTE of £55-60k that rewards experience and reflects potential. Plus: 25 days holiday, pension, and company incentive/commission scheme. APE Ltd opportunities for development and coaching are benefits that will also appeal to the best applicants who seek employer commitment to turbo-charge their sales career.

- An understanding of what "world-class" looks like and, the ability to ensure that it is delivered at all times without compromise as well as: providing a unbeatable journey from enquiry to installation.
- Knowledge of electrical terminology and the ability to understand engineering/electrical drawings.
- Strong academic background (preferably with an engineering/electrical-related or similar professional qualification) is highly desirable: as is a commitment to ongoing CPD.
- High grade presentational skills and responsible for producing proposals, presentations and priced tenders that are accurate, detailed, and concise through to a winning and profitable conclusion.
- Take full responsibility for ensuring tenders/orders are delivered on time and not accepting, or making, any excuses for non-delivery.
- Production of consistent, error-free quotations to customers and project-managing any amendments in line with discussions within the sales team or direct contact with our customers.
- The ability to use own initiative, not need constant approval and contribute to business growth.
- A genuine team player: outgoing, flexible, enthusiastic and above all AMBITIOUS and HANDS-ON.
- Excellent attention to detail, good numeracy and the ability to work to deadlines is essential.
- Knowledge of contractual procedures and responsibilities.
- An ambassador with gravitas, good negotiation, influencing and interpersonal communication skills.
- Strong analytic and reasoning abilities combined with good organisation skills/attention to detail.

Your sales toolkit will include a deep understanding of how to identify the customer's business and operational challenges as well as: the ability to position fresh, creative, power generation solutions that can "solve their pain"/deliver ROI. There will be a strong emphasis on TAKING RESPONSIBILITY for penetrating new customer markets and unspecified business to develop high-grade revenue streams.

YOU must have an entrepreneurial approach to SELLING VALUE, putting complex customer issues at the heart of your decision-making and maximising client exposure to the APE Ltd product range.

If you are the person we seek, you should already be thinking about looking at the APE Ltd website and applying via this Job Board. In addition to the requirements above: to be seriously considered you MUST satisfy all legal requirements to work in the UK, possess a valid driving licence and already live within practical commuting distance of Rotherham. **Still reading? What are YOU waiting for?**

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