

Job Title – Sales Engineer

About Fluorocarbon:

Manufactures of fluoropolymer products offering semi-finished materials, complex machined components, injection moulded parts, seals & slide bearings that are supplied to a range of sectors including Aerospace, Medical, Oil & Gas & Renewables. Fluorocarbon offer an extensive product portfolio for a diverse spectrum of demanding applications, which service a worldwide customer base.

With manufacturing sites and sales offices in the UK and Europe, and partners globally we aim to offer our customers cost effective solutions at the highest quality from material selection through to product design, manufacturing, and distribution.

Customer relationship:

- Developing and maintaining relationships with new and existing customers
- High level analysis skills and awareness of market movements to adjust services and pricing on a regular basis
- To develop an annual sales plan in conjunction with the company's requirements

Customer acquisition:

- Responsible for the sale of a portfolio of the Company's products, namely;
 - Machined components in full range of materials
 - Semi-finished polymer materials including extruded, moulded and sheet & tape
 - Slide bearings
 - Injection moulding
 - Seals
- Business development and high value customer acquisition with focus on OEM's and companies with potential account value of over £100K
- High emphasis on contract review process during initial customer interactions to increase operational effectiveness and maximising customer satisfaction
- Scope of activities will include UK and international responsibility
- Identify potential for new products and services

Qualifications & Experience The Sales Engineer must have the following skills & experience:

- Educated to degree level - (Science/Engineering degree's preferred)
- Knowledge and experience of engineering polymers & plastic processing methods
- Minimum of 5 years experience in solution based technical product sales preferably in engineering plastics/industrial engineering products across multiple sectors
- Sector and sub sector specialism such as Medical, Aerospace, Fluid Management are an advantage.
- Demonstrable cross selling and upselling
- Good working knowledge of CRM systems (SAP)
- Ability to read engineering drawings and standard specifications is preferred
- Proficient at Microsoft office
- Excellent presentation skills & consultative sales approach
- Proven ability to manage various tasks at the same time

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