



Air Conditioning - Technical Sales Engineer

£35,000 - £55,000 a year

Full time, based on qualifications and experience - Plus Commission / Bonus

Are you ready to elevate your career in a fast-paced and dynamic environment?

Spheretech, a leader in innovative climate solutions for business's UK wide, is seeking a talented and driven Technical Sales Engineer to join our expanding team.

If you have a passion for cutting-edge technology a strong background in HVAC sales and want to take the next step in to making a significant impact in the industry, this is the perfect opportunity for you.

The role

As a Technical Sales Engineer (field role) with Spheretech, you will:

- **Enjoy a Hybrid role:**
Visiting customers sites and in the office working with and alongside our in-house team.
- **Identify New Opportunities:**
Actively seek out and engage potential clients, leveraging your expertise to showcase our innovative installation packages, bespoke maintenance and support solutions and driving sales growth.
- **Develop Business:**
With access to a wide and varied portfolio of clientele, working within multiple sectors including, Offices, Medical & Healthcare, Education, Industrial, Motorsport, Modular building, Distribution, Fit Outs, Retail & Showrooms, to name a few, you have a broad range of opportunities for business development to work on.
- **Build Relationships:**
by fostering strong partnerships with clients and understanding their needs and delivering customised solutions that exceed their expectations.
- **Technical Expertise:**
Utilise your knowledge of HVAC systems to provide clients with informed recommendations, ensuring they receive the best products and services for their requirements.
- **Collaborate and Deliver:**
Work closely with our internal sales and operations teams to develop and deliver reliable, seamless solutions and services.
- **Customer Account Management:**
Maintain accurate and up to date electronic customer account management and communication records.
- **Market Analysis:**
Stay ahead of industry trends and competitor activities, using insights to help shape our sales and marketing strategies.
- **Reporting:**
Provide regular sales and development reports to senior management in Towcester.
- **Achieve Sales Targets:**
Strive to achieve and exceed sales targets while maintaining a high level of customer satisfaction.

Your Knowledge & Skills

- **Motivated, Experienced Sales Professional:**
With a proven track record in sales and business development within the HVAC, air conditioning, and or ventilation sectors. 3 years sales experience preferred.
- **Technical:**
Strong understanding of commercial, light industrial air conditioning and ventilation solutions.
- **Relationship Builder:**
Exceptional interpersonal skills with the ability to connect and communicate and manage customers relationships effectively with clients at all levels.
- **Results-Oriented:**
Driven to exceed sales targets, demonstrating resilience and determination in a competitive market.
- **Problem Solver:**
Ability to analyse client needs and present tailored solutions that address their specific challenges
- **Communication:**
You will possess excellent verbal and written communication skills
- **Computer literate:**
Can use Microsoft Office 365, and Manufacturer and industry specific design packages
- **Drivers Licence:**
A Full UK drivers' licence is required, as extensive UK wide travel is essential for this role
- **Client Safeguarding:**
If successful you will be required to complete an advanced DBS criminal record check, these checks are carried out on all team members that attend clients' sites.

What We Offer

- **Innovative Environment**
Be part of a team that thrives on creativity and forward-thinking. At SphereTech, we encourage fresh ideas and empower you to bring your vision to life
- **Career Growth:**
We believe in developing our talent. Enjoy access to continuous training and career advancement opportunities
- **Competitive Salary:**
We offer a generous salary and benefits, along with performance-based bonuses
- **Holiday:**
24 days holiday per annum, plus bank holidays, increasing in service
- **Company Car**
- **Pension Scheme**

If you're ready to take the next step in your career and be part of an innovative team that is shaping the future of climate control, we want to hear from you! Apply now with your resume and a cover letter detailing your experience and what makes you the perfect fit for SphereTech.

We are committed to diversity and inclusion. We encourage applications from all qualified candidates and look forward to welcoming you to our team.

Your Future Starts Here – Don't Miss Out, Join Us Today!