

Trainee Technical Sales Engineer

£25,000 -£28,000 a year - Full Time

Plus, Commission / Bonus.

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

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

If you have a passion for cutting-edge technology and an interest 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 Trainee Technical Sales Engineer with Spheredtech role will include:

- Be suitably confident and competent in respect to the following aspects: -
- Gain experience in respect to developing your set of sales skills, learning the associated sales engineer requirements and the techniques adopted by a successful sales team.
- Learn how to produce a Technical Submission.
- Learn how to produce any Project Specific quotation write ups with supplementary information for supporting a quotation / bid submission (i.e. Schematics, Tender Deliverables, Qualitative Information, Contractual Information).
- Acquire the ability and confidence to deliver presentations and demonstrations to end users, M&E consultants and electrical contractors etc.
- Visit sites and carry out surveys and or condition reports.
- Completing and submitting surveys and small works quotations.
- Working to support our sales and design team resource where they may be allocated to assist for any specific enquiries.
- Demonstrate an ability to have a flexible work approach within a busy sales department and an ability to work to short timescales when required.
- Learn about Commercial elements for specific contract related issues in the preparation of quotations and the steps necessary through to order.
- Under the direction of the management team pursue identified leads and opportunities 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 of range of opportunities for business development to work on and drive and grow sales.
- Actively liaise and engage with Clients.

- Attend meetings as maybe required at locations across the UK.
- Strive to exceed sales targets while maintaining a high level of customer satisfaction.

Your Knowledge & Skills:

- **Motivated, Professional:** You will be motivated, enthusiastic, willing to learn with a professional and positive outlook.
- **Technical:** A keen interest and or experience in the HVAC (Heating Ventilation and Airconditioning) Industry.
- **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.
- **Flexible:** A flexible approach to work hours.
- **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 commission & bonuses.
- **Holiday:** 21 days holiday per annum, plus bank holidays, increasing in service.
- **Birthday Holiday:** Your birthday off on us.
- **Company Car:**
- **Pension Scheme:**



If you are 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 Spheredtech.

At Spheredtech, 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!

Location:

- Field Role reporting regularly to our head office in Towcester.