

WE ARE

HIRING!

Are you ready to join our team?

**GENERATOR SALES
ENGINEER**

Please read through the job description and apply via email:

emma.oconnor@bellspower.co.uk

Job Title

Generator Sales Engineer - Full Time - Bells Power Solutions - London

Job Description

Reporting to the Sales Director – The Generator Sales Engineer will be responsible for selling technical products and or services within the Standby Power Industry. Their duties will include arranging client meetings, presenting technical data and analysis to Consultants, Contractors and End Clients from a simple generator application to a Full Turnkey generator package application. The ultimate goal will be making sales and meeting/exceeding sales targets.

The candidate is to be customer focused, providing after sales troubleshooting for products. Provide leadership, advance and improve Bells Power Solutions sales to meet and exceed Bells Power Group sales targets. Identify opportunities from current market trends to develop new clients, new products and or services. Analyse sales data to plan and deliver sales requirements and play a crucial role to the success of Bells Power Group.

Roles & Responsibilities

- Identifying potential customers and making contact
- Visiting and quoting customers
- Developing business opportunities
- Understand technical plans, Technical Specifications and detailed schematics – applying that ability to the Power Solutions Team and Customers
- Create and submit Sales and Technical Proposals to our customers
- Show customers why Bells Power Solutions, our products and services we provide will assist a customer with their business
- Answering customer queries and or technical issues
- Be a point of contact for our customers and communication between the rest of the Bells Power Group
- Arranging follow-up meetings/calls with our customers to retain their business and make further potential sales
- Maintain up-to-date knowledge of the Standby Power Industry, business and technical knowledge
- Ensure all Sales and Personal Sales Targets are met
- Ensure Bells Power Solutions Sales Team meet and go beyond our customers' expectations
- Meet the companies' financial targets set. Represent Bells Power solutions with existing and new clients
- Develop existing and new relationships with clients

- Meet all Sales team objectives
- Demonstrate a good knowledge of Business Acumen and Sales techniques
- Present Sales Data to the Sales Director
- Be a team player

Education

A Generator Sales Engineer needs to demonstrate that they have an exceptional academic background in technical engineering. Technical qualifications are essential. Bells will be looking for a candidate with a degree-level education and or long proven experience that's relevant to the Standby Power Industry.

Benefits

- Competitive Salary Package and will be dependent on experience and location
- 25 days holiday excluding statutory holidays
- Company Pension Scheme
- Health Insurance upon completion of Probation period
- Sales Bonus Scheme
- Death in service

Experience / Qualifications

- Experience in the sales of industrial service contracts to the industrial, commercial, residential and health sectors
- Experience in diesel generator sales would be highly advantageous.
- 3 or more years experience in a sales or in a business development manager role.
- Excellent communicator
- Confident with communicating via telephone, face-to-face and email.
- Able to multitask working with minimal supervision.
- Computer literate with general Microsoft Office packages
- Full clean UK drivers' licence.

We look forward to hearing from you!