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MANUFACTURERS OF THE WORLDS LARGEST RANGE OF DISC BRAKES FOR ANY VEHICLE

## Job Description – Rail Sales Engineer - Braking

### SUMMARY

Based in its Northampton HQ a progressive opportunity for a brake sales engineer to the Railway and Commercial vehicle industry exists.

The job will entail the visiting, establishment and support of new and existing Railway operator accounts and development of new business for the company heavy industrial brake manufacturing division located in Bristol UK.

### PRIMARY RESPONSIBILITIES

1. Manage and develop an existing customer base and attainment of agreed budget.
2. Target and develop new customers and opportunities in heavy braking sector, rail, commercial vehicle and industrial.
3. Ability to have discussions at all levels within a varied customer base.
4. Technical product and application knowledge and experience.
5. Liaise with the R&D department and support team.
6. Proven ability to identify opportunities and grow a sales territory.
7. Self-motivated, enthusiastic and tenacious.
8. Experience of the following braking markets: Rail, Commercial Vehicle, Industrial/OTR.
9. Maintain records and projects within a CRM database.

### KNOWLEDGE AND SKILLS

Experience in the Rail industry with an engineering background essential. Knowledge of the Commercial vehicle and industrial market an advantage. Training will be provided in the company's specific product range.

### PROFESSIONAL AND INTERPERSONAL SKILLS

1. Ability to lead, inspire and motivate others.
2. Possess the ability to cultivate excellent working relationships with other departments, companies within the Group and suppliers/contractors.
3. Possess a positive and professional approach to duties, colleagues and management.
4. Organised, methodical and a keen eye for detail.
5. Exceptional communication and interpersonal skills, both orally and written.
6. Strong work ethic - self-motivated.

### WORKING CONDITIONS

Reporting to the Business Development Manager.

#### **Note:**

*The statements above are intended to describe the general nature and level of work being performed by people assigned to the job. They are not construed to be an exhaustive list of responsibilities, duties and*



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*skills required of personnel in the job. Furthermore, they do not establish a contract for employment and are subject to change at the discretion of the employer.*