Job Description: Sales Engineer

6th July 2017

Sarsen Technology is an industry leading distributor of embedded hardware and software technology solutions. We specialise in single board computing, FPGA, digital signal processing, data acquisition and high-speed data recording COTS hardware & software technology. Our clients are Europe's leaders in the telecommunications, defence, financial trading, instrumentation, research, transportation and aerospace markets. We represent ten USA and two European based manufacturers and provide a sales & marketing service for these OEMs in the UK and Europe. We are a small and efficient team so each individual is key to our continued success.

Our mission statement:

To supply and support innovative and production ready embedded boards, software and systems for demanding applications. To provide industry-leading pre-sales and post-sales support, and be the first choice embedded systems supplier.

Sarsen Technology was established in January 2000, is based in Marlborough, Wiltshire and more details can be found at www.sarsen.net.

The Sales Engineers' role is key to the next stage of the development of Sarsen Technology. We are looking for an individual who has the ambition and skills to develop into the leader of the technical sales team and has the drive to have a significant role within a well-established technology SME. The successful candidate will work closely with Nigel Norman, Managing Director, to fully understand the business and help lead us to even greater success. The new role is due to business growth across all markets we operate in and to support our growth we need to add exceptional people to our team.

The ideal candidate is a graduate in electronic engineering, physics or computer science who wants to make a big career step in a commercial sales environment. We provide our customers with a consultative pre-sales service by giving technical advice on potential solution to a wide range of complex embedded systems applications. We are looking for an adaptable and socially confident Engineer who is able to demonstrate a positive attitude to clients, suppliers and the team they lead. Your personal qualities and a willingness to learn are more important than specific technology experience as full personal technical and commercial development will be provided. Sarsen Technology is looking to invest in the ideal candidate by providing both commercial and technical training:

- In-house one-to-one coaching
- External sales leadership training courses run by Mercuri International
- Technical training by the manufacturers we represent which will involve travel to the USA and Europe
- Specialist individual training & coaching as required

Working with the Sarsen Technology team your day-to-day tasks will include:

- Contribute to the business strategy and goals
- Help refine the annual Business Plan
- Manage the sales activity for a number of assigned key accounts:
    - Establishing new, and maintaining existing, long-term relationships with customers
    - Managing and interpreting customer requirements
    - Define solutions to meet the customer requirements
    - Provide system solution proposals and persuading clients that a product or service will best satisfy their needs
    - Provide client quotations
    - Negotiating and closing sales by agreeing terms and conditions
    - Offering after-sales support services
    - Recording and maintaining client contact data on the company Salesforce CRM system
    - Provide monthly sales forecasts via Salesforce
    - Meeting/exceeding annual sales targets
    - Co-ordinating sales projects activity
    - Supporting marketing by attending trade shows, conferences and other marketing events
    - Making technical presentations and demonstrating how a product will meet client needs
    - Providing pre-sales technical assistance and product education
    - Liaising with other members of the sales team and other technical experts
    - Helping in the definition of custom software solutions

The ideal skills and experience we are looking for include:

- Effective written and verbal communications skills
- The desire to take their career to the next stage and flourish in an SME envirionment
- Degree in Electronic Engineering, Physics, Computer Science or a related field
- FPGA and/or ARM CPU architecture experience an advantage
- The ability to work effectively as part of a team
- The ability to build long-term and effective relationships with clients quickly
- Strong analytical and problem-solving skills
- Resilience and tenacity
- Energy and drive
- Independent and creative
- A full driving licence

Hours and Environment

The office hours are 8.30am to 5pm but longer working hours may be required when visiting clients for efficient cost of sales. As well as client meetings, you will also be required to travel to trade shows and conferences. There will also be regular travel to overseas meetings with the manufacturers we represent.

Remuneration & Sales Tools

- Competitive basic salary paid monthly
- Uncapped commission based on a fixed 10% percentage of profit from sales from assigned accounts
- Car allowance
- Mobile phone
- Laptop
- Internal & external sales training & coaching

Contact Details:

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