

JOB DESCRIPTION & PERSON SPECIFICATION

Sales Engineer

Summary

Sensornet is seeking a Sales Engineer for Distributed Fibre Optic Sensing Solutions for Oil & Gas, LNG and Power markets. Experience in these markets is valuable as well as an ability to understand the technology. Markets are global and some travel is required.

Job responsibilities

- Present Sensornet Distributed Fibre Optic Sensing solutions to customers in Oil & Gas, LNG and Power markets
- Complete tenders offering Distributed Fibre Optic Sensing solutions
- Follow up on contacts and tenders to secure profitable orders
- Develop contacts in the target markets to identify decision makers and influencers
- Manage sales funnel using CRM tracking contacts and opportunities
- Update management on opportunities
- Work across departments including R&D, Production, Operations to develop solutions to meet customer demands
- Work with partner companies to deliver solutions for tenders and sales

Person Specification

- Degree in Physics/Optics/Electrical Engineering or other Engineering discipline
 - Experienced developing sales contacts and opportunities in Oil & Gas, LNG or Power markets desirable
 - Preparing detailed tender proposals against customer requirements
 - Experience of International sales
 - Delivering practical demonstrations of product offering
 - Excellent computer literacy (Word, Excel and Power point)
 - Recording keeping for managed follow up
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- Strong interpersonal skills, self-confidence, willingness to learn and ability to engage internationally
 - Work cooperatively across departments to solve problems and develop solutions
 - Full UK diving license, clean passport for international travels.
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