

Sales Engineer – Industrial Sales

HYDAC Technology was founded in 1963 as an independent provider of hydraulic accessories including filtration, accumulators, valves, manifolds, coolers and electronic sensors. Today we are an internationally established group with over 8000 employees, 50 branch offices and 500 trade and service partners world-wide.

We currently have a vacancy for Sales Engineer within our Industrial Sales Division. The role is field based, covering the Southern Belt and Borders of Scotland. Although predominantly field based within your geographical territory, you will also be required to attend meetings at our Head Office in Oxfordshire and our Headquarters in Germany.

Reporting directly to the Industrial Sales Manager, the successful candidate will be required to actively promote HYDAC products and services with existing and potential customers throughout their region, in a professional and effective manner.

Role Responsibilities:

- Develop customer sales using our existing sales network
- Investigate and develop new markets to help expand HYDAC's complete portfolio
- Work closely with our sales partners
- Key Account Management
- Business Development

Essential requirements

- Technical field sales experience
- Hydraulics knowledge including system design
- Ability to understand hydraulic circuit diagrams
- Qualified to HNC level (or equivalent knowledge/experience)
- Excellent communication skills
- Self motivated with the ability to prioritise and manage own time effectively
- Valid driving licence
- Ability to work with sales forecasts and basic spreadsheets
- Good IT skills using Excel, Word, Outlook and PowerPoint
- Experience of selling hydraulic products within industrial markets
- Strong understanding of the sales process and ability to identify new sales opportunities

Training will be given on the full range of HYDAC products and services.

If you are interested in the position please send a copy of your CV and salary expectations to Recruitment@hydac.co.uk quoting the reference IndSalesEng2