

HYDAC was founded in 1963 as an independent provider of hydraulic accessories and is today an internationally established group with over 8000 employees, 50 branch offices and 500 trade and service partners world-wide.

Principal Objective:

Reporting directly to the Mobile 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.

Main Duties:

- Develop customer sales using our existing sales network
- Identify and conduct training sessions as per customer requirements
- Investigate and develop new markets to help expand HYDAC's complete portfolio
- Work closely with our sales partners
- Work closely with Hydac's internal Sales Co-ordinators
- Participate in the analysis and development of market information
- Work with Distributors to promote Hydac products
- Key Account Management
- Business Development

Essential experience and attributes

- Technical field sales experience
- Educated to degree level in electronics/mechanical engineering/mechatronics
- Hydraulics knowledge including system design
- Ability to understand hydraulic circuit diagrams
- 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

Sales Engineer – Northern and Republic of Ireland

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

HYDAC are offering a competitive salary plus excellent company benefits, including a company car.

Management may, from time to time, require you to carry out tasks in addition to your normal duties, provided these tasks are both reasonable and within your capabilities

Location

The role will be home based with visits to the office and to customers

If you are interested in applying for the above position please forward a covering letter and CV, including salary expectations, to recruitment@hydac.co.uk quoting the reference 'SEIRE'.