

IPEC Limited

Technical Sales Engineer



Job Type:	Full-time, Permanent
Location:	SK1 Stockport, Manchester International travel.
Team:	Business Development Team
Education Level:	STEM Graduate
Salary:	Negotiable from £30,000 dependant on experience

Company Information

www.ipec.co.uk

Independent Power Engineering Consultants (IPEC) is a world leader in on-line Partial Discharge testing in the power industry.

Partial discharge (PD) is an electrical phenomenon found in ageing or damaged high voltage insulation. As industrial and distribution power networks approach the end of their lifetime, failing components can be identified by the presence of PD.

IPEC's research and development work has allowed the detection and analysis of PD to be economically implemented on a large scale, improving network reliability.

IPEC specialise in on-line partial discharge monitoring of MV and HV plant. Its products and services are at the forefront of developments in the field and provide real solutions to the power industry.

Clients include: UK Power Networks, LG Group, Saudi Electric Company and Hong Kong Electric.

Company objectives

To be recognised world-wide as the best partner, innovator and quality leader of high performance measurement of electrical discharge parameters.

To make a clear contribution to the success of its customers by providing efficient solutions, products and services at competitive prices.

To continuously develop its key capability of deep understanding of customer's applications.

To continuously grow the company value for all its stakeholders.

Future Growth

IPEC has sustained a consistent and substantial growth over the last 5 years. Winning some high profile contracts and several prestigious awards for innovation.

As further IPEC products emerge from their research and development phase into an expanding market place, the company remains on target to achieve significant growth over the next 5 years.

Working Culture

IPEC is a company founded on integrity, cooperation and teamwork. It is a relaxed and open working environment allowing for the freedom of expression and creativity. It is a forward looking company dedicated to progressing scientific discovery and technological enterprise.



The Role

Job Purpose

To aid in the growth of the company by offering outstanding technical product application solutions to worldwide clients, customer and distributor support and management of sales opportunities from concept to project commencement.

The post of Technical Sales Engineer is one that would suit an engineer with an interest in both the strategic implementation of new technology and the day-to-day commerce involved in bringing that technology to market.

Reporting to the Business Development Director, the Technical Sales Engineer will work across several departments: Facilitating communication and the crucial relationship between technology development, client demands and commercial realities. Pulling together the best solutions that meet customer's needs.

The role will focus heavily on collaboration with IPEC's international network of distributors, supporting them technically to choose the right solutions for customers, and devising commercial and strategic propositions that help convert client needs into high value projects and solutions.

This role will have a significant impact on the relationship between IPEC and its clients and so needs to go to someone who will bear that responsibility seriously, who cares about quality of products and services, understands the needs of corporate clients in the industry and is enthusiastic about the future of IPEC, its clients and its employees.

Key Areas of Responsibility

To some extent this role will be defined by the successful candidate themselves, but broad areas of responsibility will be:

- Helping to grow IPEC business through customer solutions.
- Technically matching IPEC products to customers' network
- Conducting Market Research and Product Positioning assessment.
- Providing technical feedback to development department and vice versa.
- Implementing new processes and systems to best support business development.
- Working with the Business Development Director to identify and implement sales strategy.
- International customer and distributor visits, delivering training, product demonstrations and business development.
- Conducting on site surveys of assets to generate client quotations and project specifications.
- Liaising with distributors and the team to ensure the client is offered the best support and technical know-how.

The Right Person

This post would suit a resourceful and professional Engineer who is motivated by providing a high quality of support and service to IPEC's sales network across the high voltage electricity transmission and distribution industry.

The post will be adapted to suit the right candidate. Ability, aptitude and attitude are all more important than specific qualifications or experience, but ability to understand and learn detailed technical concepts is essential.

Requirements

As a guide, we would expect a suitable candidate to:

- Be a STEM Graduate
- Have an understanding or experience of technical systems specification
- Be a good team player, able to work across diverse departments and manage relationships both internally and externally
- Have excellent written and verbal communication skills
- Be understanding of and committed to the ethos behind the expected high standards of delivery
- Be willing to spend significant time overseas.



Terms

Contract: Full time, permanent

Location: Stockport, Greater Manchester

Salary: The salary for this role is initially from £30,000. pPa depending on experience, overseas travel allowance where applicable

Benefits include: Company pension plan, share options, annual bonus scheme, flexible working and 25 days annual leave, plus bank holidays.

Applications

Interested candidates should apply in writing to the HR Manager, Keren Sayers at jobs@ipec.co.uk. Applications should include:

- A comprehensive and up-to-date CV.
- A covering email summarising your interest in the post and demonstrating your ability to match the criteria outlined.
- Details of your current salary and notice period.

Selection Process: The applicants with the most relevant experience will be invited for an initial discussion with the Business Development Director, Carl Eastham; and the Managing Director, Colin Smith.

Time Frame: It is expected that the successful candidate will be in post before the end March 2021 ideally sooner.