

<b>Employee Name</b>			
<b>Job Title</b>	Fire & Security Sales Engineer		
<b>Line Manager</b>	Business Development/Sales Manager		
<b>Supervising</b>	N/A		
<b>Document Number</b>	JD055	<b>Revision Number</b>	A0 (24.07.2018)
<b>Based</b>	Field Based		

**Job Purpose Summary**

The Sales Engineer will sell equipment and services and promote Integrated Fire & Security services, in accordance with the business stream plan and as directed by the Business Development/Sales Manager to meet the agreed performance targets in a manner consistent with good HSEQ practices.

**Key Responsibilities/Accountabilities**

*This job description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities and qualifications required of employees assigned to the role.*

- Develop the network of customers primarily via customer visits
- Focus on securing new business from “cold calling”
- Maintaining and developing relationships and business with existing account holders
- Presenting and developing the sales of equipment and services in:
  - Fire & Security
  - The complete range of Nucore products and services
- Acting as a client interface with regards to delivering a high level of customer care and a quality service commensurate with our accreditations
- Advising administration staff in the preparation of bids, tenders and support documentation relating to commercial opportunities in the market and assisting in these when required
- Securing business growth with sustainable, profitable business aligned with Company growth strategy and performance parameters
- Plan customer visits in an efficient and organised manner aligned with sales plan objectives
- Assisting in field surveys, review of drawings, QS schedules and application of technical standards ensuring our bid proposals are compliant with customers’ needs and mandatory requirements
- Provide field reports in a timely manner
- Ensure that records are completed and comprehensive
- Liaison with contract co-ordination staff
- Implement sales plans aligned with areas of business responsibility

**HSEQ Responsibilities**

- By adhering to Nucore Group’s HSEQ policies and procedures, ensure safe working practices are followed at all times
- Report any unsafe conditions, behaviours or acts to Management or by using the Nucore Group observation card system

- On request, fully participate in HSEQ audits and inspections
- Complete mandatory HSEQ training as identified on the Nucore Group training matrix
- Adhere to the controls described in risk assessments, safe systems of work and COSHH assessments, and highlight any shortcomings in the existing controls.
- Continually practice good housekeeping standards and only undertake tasks which you have been suitably trained and authorised to perform

## Experience/Education/Training

### Essential

- Computer literate
- Ability to work under pressure
- Clean driving licence
- Previous experience in the Fire & Security industry
- Previous experience in a sales/business development role

### Preferred

<b>Signed by Employee</b>		<b>Signed by Line Manager</b>	
<b>Date</b>		<b>Date</b>	