

Asset International Structures

(A Division of Hill & Smith Ltd)

Technical Sales Engineer (Rail)

Asset International Structures (A Division of Hill & Smith Ltd) is looking for a Technical Sales Engineer (Rail) to assist in selling and promoting its steel and FRP products within the rail sector. The company portfolio extends to FRP products by delivering sustainable design solutions. Due to Asset Structures growth in the market and new additions to its evolving portfolio, now is an exciting time to join this fast-growing company, part of the Hill & Smith PLC Group.

Asset International Structures products help infrastructure become more sustainable by providing off-site modular construction, minimising embodied carbon, and maximising safety with a clear focus on future growth, strategic planning, and environmental responsibility.

About the role

We're looking for a sales-driven individual who thrives on the opportunity to unearth new projects and identify new sales prospects whilst promoting Asset's portfolio to the infrastructure and construction market. Clients broadly range from a technical background, including consulting engineers, local authorities, civil engineering estimators and buyers from the contracting industry. You will be working with a small team of experienced sales engineers. The role includes a wide range of activities from developing conceptual designs, negotiating, closing sales, working on major schemes with key UK stakeholders, and direct access to the senior leadership team, helping to make the company's vision become a reality.

Candidate specification:

You will demonstrate excellent commercial awareness of the engineering sector and have experience working within the rail sector. Experience in FRP sales would be an advantage. The position is ideally suited to a sales engineer with a minimum of 2 years of experience in a similar role and a proven track record in sales generation.

Responsibilities and duties

Key responsibilities and duties are listed, but not limited to, the below:

- Identify and seek new sales opportunities within the rail sector.
- Generating sales against set targets.
- Provide pre-sales technical assistance and product education.
- Work closely with internal engineers ensuring that client's requirements are correctly interpreted.
- Liaise with the estimating department to assist in the calculation of client quotations.
- Manage projects and liaison with clients.
- Review and ensure that technical bids are submitted on time.
- Develop excellent client relations, manage client expectations, and gain feedback.
- Prepare sales reports and maintain accurate client records.

Qualifications, skills, and experience

- A degree, HND or HNC in engineering or equivalent experience of working within an engineering environment.
- Experience of working in rail and Fibre-Reinforced Polymer (FRP) sales would be an advantage.
- 2+ years' working in technical sales or engineering.
- Excellent presentation and communication skills, both verbal and written.
- Strong organisational skills.
- Excellent IT skills, including Microsoft Word, PowerPoint, and Excel.
- Possess the ability to drive sales and seek new business opportunities.
- Organisational and planning skills
- Ability to prioritise, work under pressure and to meet strict deadlines.
- Excellent numeracy skills.
- Familiar with using CRM systems.
- Holds a full clean driving licence.



Asset International Structures

(A Division of Hill & Smith Ltd)

The Company

Heritage, growth and evolution

In 1954, ARMCO established its manufacturing plant in South Wales. With many years of trading success, ARMCO's UK arm was sold and purchased by Hill & Smith Holdings PLC in 1986 and began trading under Asset International Structures (A Division of Hill & Smith Ltd).

Since 1986 Asset International Structures has firmly positioned itself as a market leader in the corrugated steel pipe market with its leading brand name of 'MultiPlate'. 'MultiPlate' in its various formats has been produced for supply into the road construction industry for over 100 years.

Over the past ten years, additional product lines have been added to the portfolio, including asset BEBO precast arches and asset VSoL retained earth structures for the UK's highway and rail infrastructure markets.

Working environment

Asset International Structures offers a friendly and supportive working environment, where employees are self-motivated, team players and committed to their work. In return the company offers a range of benefits.

We are an equal opportunities employer and we strive to create a diverse and positive working culture.

Position Location

Cwmbran, South Wales, UK.

Working Hours

Monday to Thursday 08:30 – 16:30

Friday 08:30 – 15:30

Contract Type

Permanent

Benefits

Holidays: 25 company days plus UK public holidays.

Private pension provision, with maximised employer's contributions.

Private healthcare cover

Performance Bonus.

Recruitment contact: Job reference JD08.

If you would like to apply for this position, please send your CV to recruitment@assetint.co.uk and quote job reference JD08.

Asset International Structures
(A Division of Hill & Smith Ltd)

Person Specification Form

Job Title: Technical Sales Engineer (Rail)

Department: Technical Sales - Responsible for ensuring sales generation, developing excellent client relations, penetrating new and existing markets to drive sales success.

Factors	ESSENTIAL	DESIRABLE
• Identify and seek new sales opportunities	✓	
• Generating sales against set targets	✓	
• Provide pre-sales technical assistance and product education	✓	
• Work closely with internal engineers ensuring that client's requirements are interpreted correctly	✓	
• Liaise with the estimating department in order to assist in calculation of client quotations	✓	
• Review and ensure that technical bids are submitted on time	✓	
• Provide excellent pre and post-sale client support	✓	
• Develop excellent client relations, manage client expectations and gain feedback	✓	
• Prepare sales reports and maintain accurate client records	✓	
• Have an excellent understanding of the company's product portfolio and services		✓
• Attend, exhibitions, seminars and conferences where appropriate		✓
• Keep abreast of changes and trends within the industry		✓
Qualifications	ESSENTIAL	DESIRABLE
• A degree, HND or HNC in engineering equivalent experience of working within an engineering environment.	✓	
• Member of ICE (Institution of Civil Engineering)		✓
Relevant experience	ESSENTIAL	DESIRABLE
• Experience of working in rail and Fibre-Reinforced Polymer (FRP) sales would be an advantage.		✓
• Conducting sales presentations	✓	
• Driving productivity and demonstrating results	✓	

Asset International Structures
(A Division of Hill & Smith Ltd)

Aptitude, skills, and abilities	ESSENTIAL	DESIRABLE
• Excellent presentation and communication skills, both verbal and written	✓	
• Strong organisational skills	✓	
• Excellent IT skills, including Microsoft Word, PowerPoint, and Excel	✓	
• Drive and seek new business opportunities	✓	
• Familiar with CRM systems		✓
• Ability to prioritise, work under pressure and to meet strict deadlines	✓	
• Excellent numeracy skills	✓	
Personal attributes and disposition	ESSENTIAL	DESIRABLE
• Ability to work independently on own initiative	✓	
• Confident in attending client meetings	✓	
• Represent the organisation at exhibitions	✓	
• Willingness to be flexible and take on additional duties when required in the interest of the organisation	✓	