

## **Internal Sales Executive (Engineering)**

Are you looking to join a team of passionate professionals committed to delivering the highest-quality infrastructure solutions? Each member brings a unique expertise to the table and, together, work towards a common goal of providing unparalleled sales support and outstanding infrastructure solutions. Our company prides itself on offering career progression and investing in employees' development. This is an exciting opportunity for an individual who is looking to be part of a dynamic and ambitious team.

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

### **About the role**

We're looking for an 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 identifying new leads to project planning, whilst working on major schemes with key UK stakeholders. You will have direct access to the senior leadership team helping to make the company's vision a reality.

### **Candidate specification:**

You will demonstrate an awareness of the construction market and have experience of working within the construction sector. Experience of working in a technical sales environment would be an advantage.

### **Responsibilities and duties**

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

- Research and identify new sales opportunities.
- Engage with clients to define and manage both project requirements & client expectations.
- Create project plans working alongside the product managers.
- Provide pre-sales technical assistance and product education to clients.
- Use analytical and problem-solving skills to address clients' requirements.
- 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.
- Develop excellent client relations, manage client expectations, and gain feedback.
- Support sales managers in sales reports and maintain accurate client records.

### **Qualifications, skills, and experience**

- Ideally possess a civil or structural engineering qualification and have experience of working within an engineering environment.
- Excellent presentation and communication skills, both verbal and written.
- Excellent IT skills, including Microsoft Word, PowerPoint, and Excel.
- Possess the ability to seek out 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 driving licence.



Asset International Structures Ltd  
Internal Sales Executive (Engineering)  
V1/2023

**asset International Structures Ltd**

## **The Company**

We are part of the Hill & Smith PLC Group where creating sustainable infrastructure and safe transport through innovation is at the core. Our 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. With new additions to our evolving portfolio, now is an exciting time to join 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 PLC in 1986 and began trading under asset International Structures Ltd.

Since 1986, asset International Structures has firmly positioned itself as a market leader in the corrugated steel pipe market with its leading brand '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.

## **Salary**

Please contact [recruitment@assetint.co.uk](mailto:recruitment@assetint.co.uk) for information.

## **Position Location**

Cwmbran, South Wales, UK.

## **Working Hours**

Monday to Thursday 08:30 - 16:30

Friday 08:30 - 15:30

Office-Based, commutable from Abergavenny, Pontypridd, Cardiff, Newport, Chepstow, and surrounding areas.

## **Contract Type**

Permanent

## **Benefits**

Holidays: 25 company days plus UK public holidays.

Performance Bonus.

Pension Scheme.

Company pension provision, with maximised employer's contributions.

Private Medical Insurance (BUPA) qualifying period applies.

Life Insurance.

Share Save Scheme.

Charity Matching Programme.

Cycle to work scheme.

On-site parking.

**Person Specification Form**

**Job Title: Internal Sales Executive (Engineering)**

**Department: Technical Sales** - Responsible for ensuring sales generation, developing excellent client relations, and supporting the product managers.

<b>Qualifications</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
Ideally possess a civil or structural engineering qualification and have experience of working within an engineering environment.	✓	
Member of ICE (Civil Engineering)		✓
<b>Relevant experience</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
Working in technical sales or engineering	✓	
Experience of working with steel and concrete structural design.		✓
Conducting sales presentations		✓
Research and identify new sales opportunities.	✓	
Provide pre-sales technical assistance and product education to clients.	✓	
<b>Aptitude, skills, and abilities</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
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	✓	
<b>Personal attributes and disposition</b>	<b>ESSENTIAL</b>	<b>DESIRABLE</b>
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	✓	

*Please also note that where qualifications are required, employment is conditional on the verification of them. Qualifications (must be original documents) will be checked prior to employment commencing.*

*Asset International Structures Ltd undertakes a range of pre-employment checks including right to work qualification, references, etc.*