



Area Sales Engineer

Rewinds & J. Windsor & Sons (Engineers) Ltd is looking for an Area Sales Engineer to identify, recruit and manage new accounts each with the potential to provide annual revenues between £100k and £500k whilst exploiting the revenue opportunities from existing accounts. New business development is a key element to succeed in this role. Your collaborative selling style will be based on strong technical knowledge and a charismatic personality which quickly establishes strong, trusting relationships with customers at all levels. You will be adept in organising and hosting corporate entertainment across a range of activities for individuals or groups.

What You'll Do:

- Develop trust-based relationships with a portfolio of major clients to ensure they are recruited and developed.
- Expand the revenue opportunities with new and existing customers by continuously proposing solutions that meet or exceed their objectives.
- Take the lead in generating new sales that will turn into long-term relationships.
- Utilise your existing contacts to deliver revenues to Rewinds & J. Windsor & Sons Ltd.
- Serve as the point of contact between your customers and internal teams.
- Resolve any issues or problems faced by customers and deal with complaints openly and honestly to maintain trust.

About You:

- You are a time-served mechanical, electrical or electronic engineer with a minimum of five years 'on the tools'
- At least five years of experience in a target driven sales position in the engineering services sector, ideally with experience in the servicing and repair of rotating equipment.
- You can demonstrate a track record of over-achievement against individual quotas.
- You have a proven track record of successfully prospecting and retaining new accounts.
- You are a team player in that you identify sales process plays that work and share them with your colleagues to drive improvement across the business.
- You have strong empathy for peers, direct reports, and customers.
- You have excellent communication skills and the ability to motivate behavior change both internally and externally.
- You are adaptable and open to changing processes when it is right for you, your organisation, and the customers you serve.
- You have an established network of contacts in the engineering or maintenance functions in industrial, chemical, food, automotive, and energy sectors which will quickly be realised as incremental revenue for Rewinds & J. Windsor & Sons Ltd.

Benefits and Perks:

- Base salary in the region of £42 -47k p.a.
- Very generous incentive scheme
- Company car or car allowance
- Pension
- Five weeks paid holiday
- Death in service benefit

This is a great opportunity to join a leading engineering business established over 75 years ago and at the forefront of providing engineering services across a wide range of disciplines from seven well-equipped workshops located in the Northwest. We pride ourselves on providing true 24/7/365 service in Mechanical, Electrical, Electronic repairs, Site-Support and New Product Sales together with industry-leading Asset Management and Reliability Engineering.

Visit our website for a flavour of what we do – www.rjweng.com