



## Job Specification – Sales Engineer

Fantastic opportunity to join Britain's largest aluminium furnace provider as they prepare for growth in one of the most sustainable and versatile markets in the world.

With more than 50 years in the industry Mechatherm has provided bespoke aluminium furnaces and casthouse equipment to major producers and recyclers around the world. Having recently opened new offices in both North America and India Mechatherm is set for growth and are expanding their sales team to help achieve this.

### Primary Role

1. Reviewing client RFQ's following assignment to a project by the Chief Sales Officer to determine project scope, this includes
  - a. Assessing client's technical needs.
  - b. Choice of the correct equipment to satisfy the client's needs.
  - c. Identifying any special implementation requirements.
  - d. Identifying any special commercial requirements and highlighting such to the Chief Sales Officer.
  - e. Identifying the deadline date for the offer submission and managing the tender process to accommodate this.
  - f. Identifying any communication protocols imposed by the client during the tender process.
2. Proposal of initial design concepts/solutions to satisfy clients' requirements.
3. Carrying out initial concept design calculations using tools developed in house.
4. Reviewing engineering drawings/schematics received from client/past projects to aid in developing solutions.
5. Preparing estimates and proposals for individual project requirements.
6. Liaison with suppliers to assess suitability of components/gain accurate pricing/lead times.
7. Visits to clients and suppliers for surveys/discussions/meetings in the UK and overseas and representing Mechatherm in such scenarios in a professional and appropriate manner.
8. Liaison with contract management team to ensure smooth project handover.
9. Advising/guiding junior Services/Sales Engineers.
10. Assisting Spares Team with quoting and drawing approvals, as required from time to time.

### Reporting Requirements

1. Producing site visit reports.
2. Submitting expenses, in accordance with company expense policy, and time sheets weekly.
3. Advising company personnel of assistance required to produce proposals at the earliest possible time.
4. Attending weekly progress meetings with the Chief Sales Officer and Sales Administrator.

### Responsible To

Chief Sales Officer

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## Mechatherm International Limited

Haden House | Waterfall Industrial Estate | Waterfall Lane | Cradley Heath | West Midlands | B64 6PU | UK

T: +44 (0)1384 279 132 | E: sales@mechatherm.co.uk

Reg. No 1112880 | VAT: 210 3996 81

### **Persons For Whom You Are Responsible**

N/a

### **Confidential Information**

Will not relay details of any Mechatherm's or clients' information to third parties.

### **Degree of Supervision**

Able to work individually (self-motivated) or as part of a larger team.

### **Working Conditions**

Primarily in the UK at Mechatherm's head office. We typically export over 70% of our turnover so a significant amount of foreign travel will be required. Typically, these visits will be less than one week, but the individual must allow a degree of flexibility.

### **Required Skills/Experience**

Degree in Engineering  
Experience working in a similar field beneficial  
Full Driving Licence  
Valid Passport

### **Benefits**

Private Healthcare  
Critical Illness Cover  
Global Travel  
1pm Finish on Fridays

### **How to Apply**

Send a CV and cover letter to [recruitment@mechatherm.co.uk](mailto:recruitment@mechatherm.co.uk)



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