

Job Description: OEM & GNSS Solutions Sales Engineer

Reporting to: Business Development Manager, OEM & GNSS

Chronos is now looking to expand its Sales team with a Sales Engineer for the OEM & GNSS Solutions business.

Main responsibilities

- To achieve the new Order Targets for the current financial year.
- To manage existing OEM & GNSS Solutions Accounts and canvass for new prospects which are complementary to the current technologies we offer.
- To provide the business with regular new order forecast information.
- To respond to customer enquiries for information and prices on any new or existing requirements.
- To advise the sales admin team on choice of component and any technical issues which would be required as part of any subsequent quotation. To also recommend special pricing issues for quotation purposes.
- To visit existing and new customers and attend exhibitions as required.
- Liaise with Suppliers to develop product understanding so as to recommend suitable technical solutions to enquiries for non-standard parts, and provide adequate commercial information to assist decision making.
- Liaise with the Marketing department to ensure website is up to date and new product information is available for new Webmails etc.
- Recommend any new complementary component manufacturers we can add to our Principal list.
- Work with Order Processing and Finance to ensure we have adequate stocks of popular selling products to offer a short delivery lead time to customers.
- Maintain awareness of competitors and their future products for the market.
- Update Principal's Active Enquiry lists as required.

Key skills and experience

- A conscientious self-starter who works well on own or as part of a team and can meet the reporting requirements necessary to maintain a consistent and accurate forecast model.
- Ideally with a background in RF design or previous experience selling RF Components or involved in RF/Microwave systems applications. Particular interest and experience in; Instrumentation, Satellite Communications, Radar/EW Precise Timing, Wimax, 3G communications,.
- Good technical background now looking to move into a technically based sales role with a willingness to learn new applications.
- Clear and analytical approach to solving customer solutions.
- Professional outlook, confident and articulate and comfortable in all client facing scenarios at technical, commercial and management levels.
- Clean driving licence, able to travel throughout the UK and be prepared for international travel if required.

Benefits

- Competitive salary depending on experience
- Company car or car allowance
- Group Personal Pension Plan
- Life Assurance cover
- 25 days' holiday plus Bank Holidays
- Free canteen

Applications by CV to joanne.akers@chronos.co.uk (to include salary expectations) by 28th February 2010. Further information can be found on our website www.chronos.co.uk