

## Heating Sales Engineer

### JOB SPECIFICATION

<b>Position:</b>	Heating Sales Engineer
<b>Reporting to:</b>	National Sales Manager
<b>Purpose:</b>	To successfully implement the Heating sales strategy and sustainably develop the customer base

#### Roles & Responsibilities

- Achieve sales growth targets for the Air to Water Heating Products (domestic & commercial)
- Promotion of the products through interaction with installers, specifiers and sectoral stakeholders
- Manage existing customer accounts
- Develop new business / accounts in line with the overall divisional strategy
- Contribute to organisational learning through sharing information and experience with colleagues

#### Person Specification

- Third Level Degree and/or extensive HVAC industry experience
- IT Literate and competent user of Microsoft packages (Outlook, Excel, Word, PowerPoint)
- Excellent communication skills (verbal & written)
- Strong organisational skills
- Excellent time management skills and multi-tasking skills
- Ability to work effectively both individually and as part of a team
- Personal attributes: self-motivated, driven, methodical, personable, optimistic, resourceful
- Customer service experience

#### Key Competencies Required

- Organisation
- Communication
- Personal Effectiveness
- Collaboration
- Time Management
- Customer Focus

<b>Closing Date for Applications:</b>	Friday 9 <sup>th</sup> February 2018
<b>Contact:</b>	hr@meir.mee.com