

Sales Engineer / Account Manager

Job Type: **Permanent** Duration: **Full Time/Permanent**
Salary: **c£35-38k + bonus/incentives & benefits** Start Date: **ASAP**
Location: **Field Based - Thames Water (South) Region**
To cover: **Greater London (South), North Kent, Surrey & East Berkshire**



Are You Pumped Up Enough?

Our client, Mono Pumps, is a global leader in the design and manufacture of progressing cavity pumps and related equipment. With major customer in the UK, Europe, Australia, New Zealand, America, China, Argentina and Canada, this international company is supported by a network of more than 700 distributors throughout the world. They have set new standards with recent product launches, have a world class innovative product and they now have a vacancy for a Sales Engineer/Account Manager to cover the Thames Water/Greater London (South) region.

Reporting to the UK Sales Manager (South), you will provide sales solutions and support to both new and existing customers, developing business in industries such as Petrochemical, Food & Beverage, Waste Management, Oil and Gas Industries and Water/Waste Water. You will have an engineering or technical bias, preferably with experience in 'Pump Supply & Sales' or a fluid handling background. With proven abilities in account management, business development and solution based selling, you are a naturally hungry sales person with a knack for achieving sales targets and discovering new markets.

You will have a good financial appreciation of both the customers and the company's needs. This position will suit a high achiever with good personal/business skills who is capable of working well under their own initiative and as part of a successful sales team. We are looking for a proven track record of success in a similar role. This is an outstanding opportunity to join a fantastic team already used to achieving great things. This position will be focused on further developing Mono's growth plans in the South of the UK and ideally you will reside in or very near to the southern half of the M25.

Ideal skills & qualities for this Sales Engineer/Account Manager role are:

- Hunter
- Self Starter / Self Motivated
- Excellent Inter-personal Skills
- Enthusiastic
- Relishes Customer Contact
- Can Manage Time
- Team Player
- Makes Things Happen

If you would like to apply for this role, please send us your fully detailed application, quoting job ref. UP047 including your current remuneration package to Untapped Potential by email to applications@untappedpotentialtd.co.uk. Closing date for applications is 28th November 2011. **We have a job selection day planned for Wednesday 7th December 2011 in the South so please keep this date clear as we know you will enjoy our day & you will experience a two way process!**

Untapped Potential Ltd. is a recruitment business using ground breaking selection techniques we have developed to help clients find & keep the very best people.

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