

Future Media

Current Vacancies September 2014 Position: Sales Engineer

Status: Permanent. Job share may be considered.
Start date: TBA
Hours: 40 hours / week
Location: Future Media office, Christchurch, Dorset and on client sites
Pay: TBA

We require a person with good technical experience to work as a sales engineer, ie liaising with customers, developing customer requirements, preparing quotes, and performing installations. The applicant should have a good grasp of audio-visual technologies and equipment, so that proposals and quotes can be quickly written using knowledge that you already have.

The applicant should be a good communicator and take pride in their work, so that customers receive a positive impression of the company. Their technical work must be correct, neat and accurate, as installations must as far as possible be "right first time".

It is important to have a scientific approach to problem solving. It is essential that the applicant has good attention to detail and can manage their own workload, so that they can take responsibility for their own projects and be sure of a positive outcome without too much management involvement. The applicant should also be able to work within a system and follow instructions and procedures.

Please note that about 60% of the time will be spent in the office, so this job will not be suitable for someone who want to be "hands-on" 100% of the time.

Duties:

- Process sales enquiries arriving from a variety of sources
- Carry out site visits to ascertain customers' needs
- Produce quotations
- Follow up enquiries and manage customer relationships
- Perform installations of equipment in customers' premises
- Project planning of installations
- Keep accurate records of all aspects of work
- Actively seek out and promote marketing opportunities
- Make original contribution to company processes and systems

Essential general requirements

Must be legally entitled to work in the UK.

Able to drive and have your own vehicle.

Clean driving licence.

Willing to travel and stay away from home when required (staying away is only required occasionally)

Physically fit, able to climb ladders and carry heavy objects

Excellent references

Skills required

Excellent communication skills

Excellent level of spoken and written English.

Good (written) presentation skills.

Numerate, no problems working with figures accurately.

Above average computer skills, including spreadsheets and word processing

At least 3 years experience of commissioning and operating professional sound equipment in a professional environment, or 5 years non professional experience. Experience in specifying systems and in sales would be advantageous. Additionally, experience of stage lighting systems and / or video projection would be advantageous

Fast and efficient worker

Highly organised, able to manage and prioritise many conflicting requirements successfully, with minimum supervision

General practical skills including use of power tools.

Able to solder to a high standard

Personal Attributes

Honest, reliable and trustworthy

Well-presented and confident

Good team worker

Self-motivated and able to work independently without supervision when required

Keen to learn

Methodical approach, happy to work within guidelines and systems.

Able to follow instructions

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Able to check own work with minimum of supervision

Good planning ability

Willing and able to make an original contribution, ie speak up when you see an opportunity to do things better
"Can-do" attitude

Extract of Company Equal Opportunities Policy:

It is our policy to provide employment equality to all, irrespective of:

- Gender, including gender reassignment
- Marital or civil partnership status
- Having or not having dependants
- Religious belief or political opinion
- Race (including colour, nationality, ethnic or national origins)
- Disability
- Sexual orientation
- Age

Please note that our office is on the first floor and currently, access is by stairs only.

**Please apply by email to: recruitment@futuremediasystems.co.uk
DO NOT TELEPHONE REGARDING THIS OPPORTUNITY**