

## Harrison Flagpoles Careers

### Sales Engineer

#### Job Description

A unique and rare opportunity for a skilled and enthusiastic Sales Engineer has become available in an innovative County Durham business.

Harrison Group are looking to employ a talented and energetic Sales Engineer with a good eye for detail and confidence in their own abilities. The Sales Engineer role will work on the delivery of technical engineering projects across the group, including Harrison Flagpoles (working on specialist and complex flagpole projects) and within Pollite, our aviation products business.

The suitable candidate will be expected to quickly develop an understanding of the products and their application within the industry sectors we serve. This person will rapidly become involved with the design and development of new products and will assist in the delivery of existing projects, both in the UK and worldwide. At the heart of this role will be the ability to provide a technical link between the sales team, our customers and the manufacture / delivery of this project through our production facilities. The successful candidate will have the occasional need to travel worldwide to meet with clients and to conduct site visits where necessary.

The appropriate candidate would need to have the following skills and characteristics:

#### Experience / qualifications

- At least three years' experience of project management in a manufacturing environment.
- Whilst a degree is not necessary, applicants with education in an appropriate engineering / technical discipline will be welcomed, as will those with equivalent experience in a manufacturing environment.

#### Technical abilities and skills

- Have the ability to produce technical drawings, models and renders for client sign off and for manufacture using Solidworks.
- Possess the ability to understand and interpret wind calculations and produce solutions based on the results.
- Ability to manage your own projects to ensure deadlines are hit.
- A strong understanding of fabrication and mechanical fixings.
- A knowledge of lean manufacturing techniques would be beneficial.
- Ability to develop an incomplete sales specification and translate this into precise design specifications so that a project can be produced by the factory.
- Ability to work closely and precisely with sales staff, our clients and our production teams to allow a project to be delivered accurately and on-time.
- Assist with the quoting and preparation of tenders, shipping and related administration.
- Be good with figures, calculating costs in both Sterling and local currencies.

#### Who we're looking for

- A self-starter with the confidence to use their own initiative.

- Honesty, integrity & flexibility. Someone who is dependable, reliable with excellent timekeeping.
- Able to work under pressure and to tight deadlines.
- Strong communication and organizational skills.
- Creative, with the ability to solve problems, whilst providing cost effective solutions.
- Take responsibility for their own processes.
- Have a good telephone manner, be professional, organized and polished at all times.
- Able to travel nationwide and willing to undertake some overseas travel (Attending/Exhibiting at trade shows/Client visits/trade missions)
- Be open-minded with a willingness to learn and train in new areas.

### **Benefits**

Starting Salary: To be discussed according to experience .

Other benefits: Pension, matched contribution up to 4% of annual salary, 25 Days Holiday + Birthday and Bank Holidays

### **How to apply**

For more information on this role or to forward your CV please contact Jemima Harrison on 01325 355 433 or alternatively email <mailto:jemima.harrison@weareharrisons.com>  
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