

## PSI Technologies are seeking a Sales Engineer in the North of England to join our passionate and energetic field sales team.

Are you looking to work in Engineering sales in the North of England in a technical role and as part of an extended global sales Team?

Are you looking to sell technology leading products such as Mac Valves, PHD Inc, Hanwha Robotics and Enidine?

Could you thrive in a consultative field sales position with a focus on improving customers' machines and selling the latest electro pneumatic, automation and robotics technology?

If so, you could be just what we're looking for.

Young Engineering professionals are welcome.

### More about the role

As a sales engineer for PSI Technologies, you would be:

- Selling known machine solutions to existing and new customers.
- Identifying new solutions opportunities and working with our team and our suppliers to find automation solutions.
- Responsible for developing new customers.
- Selling and developing solutions in many industries (including food, plastics, robotics, automotive, chemical and gas, high speed, recycling packaging, dust collection, special machines etc).
- Supporting and maintaining existing customers.

Ours is often a complex technical, project-driven sales process that equally involves commercial aspects and requires keen commercial understanding to be successful.

### If you:

Relish this exciting area of selling technology leading products in varied industries, while working with an international network of companies *and* independently in your own territory as part of the PSI Technologies sales team.

Reside in the North of England and, working from home base, be ready to visit many different customer sites.

Are practical and inquisitive and always hungry to gain knowledge and learn new skills.

Can understand and discuss customer-specific projects and present technical details and features to prove how our solution brings benefits to our customers.

Have excellent communication skills and are comfortable in all customer situations with an assertive and persuasive character.

### We'd like to hear from you.

**Your profile:**

An engineer with an Engineering qualification or Automation engineering technology background who can demonstrate how this would enable you to be successful in this technically demanding sales Role.

Experience in technical sales within Automation, Robotics or machine technology would be an advantage.

*"Our ideal candidate will be an engineer with excellent relationship skills who is practical and technically inquisitive. The kind of person that genuinely wants to understand customers' processes and challenges, be able to identify opportunities and present the solutions developed by PSI Technologies and our suppliers to satisfy customer needs."*

**We offer:**

A competitive salary, a performance related bonus and all the tools that you need to be successful.

If you are interested in joining a company that gives you the opportunity to work in a challenging and highly rewarding role, please complete the online application on our website and attach your CV and a covering letter detailing why you would be a great fit for PSI Technologies.

Individual applications only.

Applications or approaches from recruitment companies will not be considered.