

Job Description:	
Job Title:	Dustcheck South West External Sales Engineer
Department:	Sales
Reporting To:	UK Sales Manager <i>Close working relationships with clients, Sales Manager and team, Contracts Engineers and direct responsibility for the stated sales territory.</i>
Behavioural Competencies:	
<p>We pride ourselves on our attitude & culture. It is essential that our core behavioural competencies are met irrespective of job role. Positive approach - Works as part of a team, being helpful and supportive of others. Deals with problems with other team members effectively. Has a positive attitude and interacts well with others. Time Management - Maintains effort until task is completed & meets deadlines. Able to prioritise workload and balance conflicting demands. Understands the need for efficiencies in all areas and is pro-active. Cares about what we do. Professionalism - Communicates effectively with internal and external customers, listens well to others and responds appropriately. Builds relationships & is respectful to others. Maintains a suitable professional appearance & is an ambassador of FILTERMIST INTERNATIONAL COMPANIES at all times. Quality & Customer Experience - Understands FILTERMIST INTERNATIONAL quality requirements and objectives. Is aware of internal and external customer needs. Has an active interest and pride in FILTERMIST INTERNATIONAL & the service and quality we deliver. Continuous Improvement - Understands the need for Continuous Improvement. Integrates new learning into existing skills. Is aware of the need for continuous learning, for development and improvement both Business & Personal. Protecting People & Our environment - understands the importance of safety and welfare both internally and externally & works to ensure we adhere to all regulatory requirements.</p>	
Job purpose	
Maintaining, developing and expansion of our existing client base in the South West regarding sales of our wide range of process filtration solutions, dust collectors and complete turn-key systems.	
Key areas of responsibility, duties and the deliverables expected:	
<p>To manage and develop the existing South West sales territory with the following aims and responsibilities:</p> <ul style="list-style-type: none"> • Client visits and site surveys to appraise technical requirements for proposed solutions • Prepare engineering solutions from tenders or site meetings in a clear and concise way for submittal to the internal sales support department, including site sketches ductwork layout drawings, filter selection and specifications, fan pressure drop calculations, etc. • Where necessary, produce complete quotations • Responsibility for sale from initial point of contact with client to point of order • Maintain and develop existing clients to ensure maximum sales potential and understanding of our product and service offering • Expand and develop the existing sales territory in terms of new clients and opportunities • Regular reporting to Sales Manager of prospects, opportunities and other sales related statistics 	
Remuneration & Benefits:	
Available on request.	
Role Location:	
Home office and Stoke-on-Trent and Telford offices as required.	
Hours of Work:	
8.30 am to 5.00 pm, Monday to Thursday and 8.30 am to 2.30 pm Friday. From time to time and in line with business needs, there may be a need for flexible working hours.	

Personal Specification**Experience and skillset:**

- Proven track record in an external customer facing technical sales role
- Well-developed customer service skills, including direct customer engagement in a commercial business-to-business environment dealing with both resale and OEM clients and well as direct end-users
- A formal engineering qualification in a relevant subject is desirable
- Understanding of and ability to interpret engineering drawings
- Knowledge of dust control in both process and centralised systems
- Understanding of ductwork design and installation
- High level of competence in the use of Microsoft Office Suite and other contemporary proprietary IT support software
- Ability to work unsupervised and high level of self-motivation
- Strong ambition to maintain, develop and expand sales territory
- Initiative, drive and enthusiasm
- Good planning and organisational skills
- A full (preferably clean) driving licence

This job profile is not exhaustive. It will also be subject to periodic review and may be amended to meet the changing needs of the business and/or the changing nature of the Sales Engineer role.

Why Dustcheck?:

Established in 1978, Dustcheck is now part of Filtermist International Ltd which is owned by the Swedish Absolent Group. We provide effective bespoke solutions for all dust control and containment requirements and are widely recognised as a leading innovator; consistently developing new technology for the industry.

Filtermist International Ltd has been established for 50 years and is the UK market leader for oil mist extraction. Its UK made oil mist filters are trusted by world leading manufacturers in more than 60 countries in industries ranging from aerospace and automotive, to food processing and medical device manufacture.

The company has diversified in recent years by extending the products and services it offers through both organic growth and targeted acquisitions. In addition to Dustcheck, Filtermist International is also responsible for the Multi-Fan Systems brand which delivers customised air movement and pollution control systems for customers in a range of industries.

Filtermist is also the UK distributor for sister company Absolent AB and provides a UK wide installation and maintenance service, as well as CoSHH compliant LEV Testing for all makes and models of LEV systems.

Filtermist targets excellence throughout all aspects of its businesses. It prides itself on operating an ambitious, fast growing and fast-paced company that offers a wide range of opportunities for employees due to ongoing significant growth.

All Filtermist companies actively participate in lots of national fund-raising initiatives throughout the year and support several charities, individuals and organisations that have direct connections with employees. All employees can nominate causes close to their hearts for possible financial support.

Filtermist drive its businesses with key behavioural competencies that underpin how it does business - making all Filtermist companies great places to work.