

Technical Sales Engineer / Estimator

Heywood, Greater Manchester based

£ Excellent

An exciting opportunity for a Technical Sales Engineer / Estimator has arisen within the Technical Sales team here at Gilwood. The role will predominantly be office based and will involve providing detailed cost estimates of fabrications (vessels, tanks, heat exchangers, custom fabrication and piping) for submission as formal quotes to clients.

We are looking for an experienced Technical Sales Engineer / Estimator who can use their technical knowledge and customer focus to provide accurate estimates from bespoke customer specifications and technical drawings. This is a key role within the business to ensure strong customer relationships and continued business growth.

Your role will involve;

- Building relationships with key customers to enhance long-term business prospects.
- Working with members of the technical sales team and other departments including, engineers, team leaders, managers, and directors to develop the requirements for opportunities/quotes to meet customer specifications.
- Preparing manufacturing cost estimates and formal quotations utilising the ERP system (Epicor).
- Managing request for quotes to ensure completeness, accuracy and timeliness of submission.
- Negotiating sales by agreeing on terms and conditions to satisfy customer's needs regarding quality, price and delivery.

In your career to date, you will have gained sound knowledge & experience in;

- Pressure vessel, pipework and structural steel fabrication.
- Pressure vessel codes and materials of construction (PD 5500, ASME VIII Div.1, ASME VIII Div.2 & EN 13445).
- Pressure Equipment (Safety) Regulations 2016 and The Pressure Equipment Directive 2014/68/EU.
- Working within an ISO 9001 quality management system.

Key Skills and Experience

- Estimating costs and preparing quotations with a proven sales track record in tank, vessel, custom fabrication, and pipework fabrication sector.
- Assessing complex technical specifications, technical drawings and contracts for mechanical fabrications.
- Competent with up-to-date computer applications including word, excel and CAD.

- Business Development: 5 years (Preferred)

Required Qualifications/experience

- Higher National Certificate (HNC) qualified in an engineering discipline
- 5 year's practical industrial experience (postgraduate scheme or equivalent) in the mechanical fabrication industry.
- Minimum 3 years' experience in technical sales / estimating for a custom metal fabrication organisation, pressure vessel and piping background preferred.

To apply, please send your CV and a covering letter to HR@gilwood.co.uk