

# Job Profile

## Technical Sales Representative/Engineer

(TSRE-HMM-JAN12 )

TODAY, WE BROUGHT INVALUABLE

SUPPORT TO THE TEAM

WHAT WILL YOU DO TOMORROW?

<b>Job Title</b>	Technical Sales Representative/Engineer.
<b>Reporting to</b>	HMM Contracts Director.
<b>Business/ Division</b>	Graham HMM.
<b>Location</b>	Scotland
<b>Salary</b>	Negotiable

### Job Summary

**Based in Scotland, Central Belt**, you will report to the HMM Contracts Director. The candidate will be responsible for business development including generating and responding to new opportunities by promoting the company, by providing technical advice and by offering installation and maintenance packages to clients, contractors and sub contractors. The role will require ongoing management and interface with projects from inception to completion.

### Job Description

#### Main Duties & Responsibilities:

- Developing opportunity awareness in Scotland, generating and monitoring an opportunities pipeline and expanding our customer base
- Providing technical advice and planning services to our customers and following up with solutions as appropriate
- Responding to opportunities including PQQ's, tenders, presentations etc
- Working as part of the Traffic Management Team to ensure that installation and maintenance activities are successfully delivered to the customers satisfaction

*This job description is intended to give the applicant an appreciation of the role envisaged for Traffic management professionals.*

*It does not attempt to detail every activity. Specific tasks & objectives will be agreed with the post holder at regular intervals.*

### Person Specification

#### Technical Competencies

##### Essential

- Demonstrate previous experience within the highways/utilities section of the industry
- Already have some base knowledge of Traffic Management and highway maintenance on busy highways and streets
- Will be able to demonstrate strong communication skills linked with sound administration skills
- Understand the importance of paperwork and accurate recording of detail
- Driving license acceptable to our insurers
- A flexible approach.
- Excellent People Skills.

## Desirable

- A formal civil engineering or highways qualification
- Good commercial acumen

## Behavioural Competencies

**Team player:** Positive can do approach remembering that teamwork is the order of the day.

**Customer / Client Focus:** Keeps the customer (internal and external) as the focal point for our activities. Seeks to understand the needs of the customer and provide those needs in a cost efficient way.

Please apply by either contacting Leigh Atchison on 028 9046 1821, by email to [dorothy.lynas@graham.co.uk](mailto:dorothy.lynas@graham.co.uk) or visit our website, [www.graham.co.uk](http://www.graham.co.uk) for downloading application & monitoring form

Quote Reference No: TSRE-HMM-JAN12

Closing Date: Monday 6<sup>th</sup> February 2012

Please Note: Only successful candidates will be contacted.

*Graham Asset Management are an Equal Opportunities Employer*

