

Sales Engineer Role

Department: **Sales**

Reports to: **Group Sales Engineer**

Location: **Group**

Applications

Please apply via email to:
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JOB FUNCTION:

Provide detailed on-site training during a thorough installation at the point of delivery, ensuring operational confidence in the new machine and full compliance with warranty and safety requirements.

Ability to tailor a demo to a specific customer's requirements to best show the functionality of the products offered by Paxtons and return the feedback to the relevant sales representative upon completion.

Actively promote CNH GPS equipment and renewing of annual subscriptions for existing customers as well as supporting the sales team in GPS requirements at the point of enquiry.

ESSENTIAL DUTIES:

- Install new machinery to customer's satisfaction
- Fulfill manufacture's requirements for paperwork at the point of hand over.
- Demonstrate new machinery to customers on behalf of the sales team to assist in the sales process.
- Give knowledgeable and helpful advice on selling and maintaining GPS equipment.
- Assist in the planning and set-up for regional shows and depot open days.
- Ensure the demo fleet is maintained to company standards
- Help customers with any issues around machine functionality
- Report to your line manager for day-to-day requirements
- Work well individually with a proactive mentality
- Communicate with sales reps and workshops to plan a smooth delivery process.

THE SUITABLE CANDIDATE WILL:

- Understanding and ability to operate modern agricultural equipment with confidence
- Confident using IT equipment for internal record keeping
- Full clean driving license
- Work well in a group or as an individual
- Good communication and people skills

THE PACKAGE:

Competitive salary with performance related bonus. Company Vehicle. Pension with 6% company contribution. 25 days standard holidays plus Bank Holidays. Continual personal development training.

