

## Ipsum Power (Private Networks) Ltd – Sales Estimator, Wakefield

### The Company

Our vision is to be the leading customer service focused provider of specialist utility and infrastructure solutions operating on both public and private networks. Providing great customer service is at the heart of what we do, and our commitment is to deliver this safely and innovatively through our highly skilled teams.

Ipsum has grown via the acquisition of companies with strong expertise that have been operating in the UK Utility and Infrastructure sectors for more than 20 years.

We operate across a National footprint working with customers such as Openreach, United Utilities and UK Power Networks, as well as some of the UK's largest industrial and retail businesses.

We are committed to supporting and developing our people to achieve their full potential. If you join us, as well as learning on the job, we offer structured learning in the form of apprenticeship programmes and sponsoring relevant professional qualifications. If your qualification gives you membership of an accredited professional body then we will reimburse your annual membership fee. Investing in our people and enhancing our expertise and flexibility enables us to deliver the highest standard of service to our customers.

We really value our people and so we like to look after them. In addition to an attractive salary, if you work for us, you'll enjoy a range of employee benefits which you can explore more about by visiting our website [www.ipsumutilities.com](http://www.ipsumutilities.com).

### The Role

#### Job Purpose

As part of the Ipsum Power (Licensed Networks) safety, Project Sales team, you will be instrumental in ensuring the highest standards. Supporting the Project Sales Director to deliver business objectives, estimates and sales.

#### Principal Accountabilities

- Review of tender/bid documentation.
- Issue sub-contract / supplier enquiries.
- Sub-contract / supplier tender comparisons.
- Liaise with Suppliers / Sub Contractors / Internal Resource to explore most appropriate solutions.
- The financial build up to tender submission.
- To produce quotations for projects as required while assisting Project Managers when required.
- Pre and Post tender review meeting preparation in compliance with Ipsum Power (Private Networks) limited governance and processes.
- To react to other leads from existing customers or in-house.
- Chase to a conclusion, all previously quoted works and support development of repeat business.
- Provide a key point of contact for customers.
- To attend sales meetings, when required, and provide reporting information and forecasts.

### The Person

#### Qualifications

- Qualified Electrical Engineer or equivalent

#### Knowledge & Experience

- Experience of operating in a commercial, multi-divisional organisation.
- Detailed knowledge of current LV/HV electrical requirements.
- Up to date knowledge of statutory requirements, legislation and technical advances.
- Good knowledge of Health and Safety practice.
- Technical or Engineering background

- Previous sales experience essential.
- To have relevant experience in senior sales engineering/estimating position within the Electrical engineering Industry with a sufficient trade background in HV / LV Cable / Switchgear / Transformers Installation coupled with knowledge of working to Safe Systems of Work.
- Commercially aware with an understanding of client Terms & Conditions.

#### **Skills & Personal Qualities**

- Exceptional communication skills
- An ability to identify business opportunities.
- A strong sense of initiative
- The ability to build excellent working relationships.
- Behave with integrity, demonstrate professional image at all times and do the right thing for our customers.
- Take personal responsibility and accountability for actions, constantly striving to improve and exceed expectations ensuring safety and quality are never compromised.
- A warm, charming, and confident manner
- Good time management and an ability to plan ahead.
- Ability to pursue high standards, recognise improvement opportunities and learn from experience.
- Aware of the operational needs of the client, whilst taking account the commercial implications.
- PC literate with good knowledge of Microsoft applications e.g. Word, Excel

*Ipsum is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, transgender status, religion or belief, marital status, or pregnancy and maternity.*