**Ipsum Power (Private Networks) Ltd, Sales Engineer – Maintenance – North East**

## **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 - we call this the Ipsum Way.

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**

You will be a key member of the Maintenance Sales Team, responsible for expanding our client base and assisting with the increase of revenue across the business. You will be joining a friendly and engaging team, where you will be calling prospective new customers, researching companies to establish new business relationships.

## **Job Purpose**

## You will be responsible for the promotion of the maintenance speciality services offered by the Company. Combine technical knowledge with sales skills.

## **Principal Accountabilities**

* To pro-actively generate leads and opportunities for the expansion of the maintenance provision for Ipsum Power (Private Networks) Ltd.
* To travel as required to meet customer demands so Ipsum Power (Private Networks) Ltd always appear to be ‘on the doorstep’.
* To react to other leads from existing customers or in-house.
* To keep records of sites contacted with specific names and numbers.
* To note down details of site equipment, with photographs for inclusion within in house Database.
* To produce quotations for both small projects and maintenance contracts as required.
* Delivery of contracts, if possible, by hand, to further re-enforce our services and promote the various sections within Ipsum Power (Private Networks) Ltd.
* Chase to a conclusion, all previously quoted works and support development of repeat business i.e. contract renewals
* Provide a key point of contact for existing and new customers.
* To ensure customers are made aware of new technology.
* The promotion of free discussion on areas of improvement
* To attend sales meetings, when required, and provide reporting information and forecasts on the Maintenance section.
* To assist and support in all aspects in the smooth running of the Maintenance Sales department.
* Inclusion on the call out register for any out of hours calls.

## **The Person**

## **Qualifications**

* Level 3 Diploma in Engineering or equivalent

## **Knowledge & Experience**

* Experience of operating in a commercial, multi-divisional organisation.
* Good client links in the power industry.
* Detailed knowledge of current LV/HV electrical maintenance techniques.
* Solid and up to date knowledge of statutory requirements, legislation, and technical advances.
* Good knowledge of Health and Safety practice and Risk Assessment.
* Technical or Engineering background
* Post qualification experience.
* Previous maintenance and sales experience essential.

## **Skills & Personal Qualities**

* Exceptional communication skills
* An ability to identify business opportunities.
* A strong sense of initiative
* The ability to build excellent working relationships.
* Sell with integrity and do the right thing for our customers.
* 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.
* Critical and problem-solving skills
* Resilience and tenacity
* A full UK driving licence.

*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.*