



SOFTWARE AND SOLUTIONS
FOR STRUCTURAL ENGINEERS

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UK REGIONAL SALES ENGINEERS:

We are currently recruiting additional **UK Regional Sales Engineers**.

Job Specification:

Reporting directly to the Regional Sales Director, the role involves:

- managing your own time to achieve challenging sales targets
- generating sales opportunities with prospective clients
- telephone 'cold calling' and setting meetings
- meeting with prospective client (at senior level) to assess requirements and introduce CSC solutions
- giving technical demonstrations of the software
- proving the commercial and technical benefits to the client
- closing the sale and developing the relationship

Profile of candidate:

To achieve this, we are seeking **STRUCTURAL ENGINEERS** who:

- have a minimum **2 years' experience** in a Structural Engineering company, and a **relevant qualification**
- **want to capitalize on their engineering experience**, but who want more than consulting engineering
- are **hungry, competitive** and **commercially aware**
- want to earn more than possible in a consultancy
- have a confident and outgoing nature with good communication skills
- are willing to travel throughout the UK and possibly Ireland
- are mature enough to manage own time
- work well in a friendly and dynamic team environment

Package:

The successful candidates will be offered an excellent package including:

- attractive OTE - basic salary plus performance related bonus scheme
- potential for package to grow rapidly based upon sales success
- Fully expensed company car (Audi A3 or similar)
- Company pension scheme
- Private healthcare scheme
- Full product and sales training
- Laptop/3G data card
- Mobile phone

FOR MORE INFORMATION PLEASE FORWARD CV AND COVERING LETTER TO recruitment@cscworld.com