

### **Sales Engineer - Ireland:**

- Reporting to National Sales Manager

### **Profile of candidate:**

- Graduate Civil/Structural Engineer with a minimum of 1 year's experience working for a consulting engineer.
- Wants to use Engineering degree and experience but requires something a little different with high earnings potential and plenty of variety.
- Outgoing and tenacious personality looking for opportunity to express themselves in a commercial environment.
- Confident dealing with people at any level in an organisation.
- Sales experience not required as full training is provided.

### **Job Specification:**

- Creating opportunities for consulting engineers to benefit from using CSC software via telephone contact or following up leads generated via marketing
- Visiting existing and new potential clients' offices to identify needs and recommend appropriate solutions.
- Comprehensive technical demonstrations of CSC software to meet clients' needs.
- Turn recommendation in to Order by justifying benefits and associated investment – success is based upon generating business
- Effectively running own business unit with significant responsibilities

### **Excellent Package including:**

- **High basic plus bonus structure.**
- Notebook computer
- Mobile phone
- Company car
- Pension scheme
- Health scheme