

Finning (UK) Ltd.
Watling Street
Cannock
Staffordshire, WS11 8LL

Job Title:	Sales Manager – Oil & Gas Projects
Job Ref:	026/SW/PS/10
Location:	Home Based
Division:	Power Systems
Closing Date:	19 th March 2010

Outline: Solution Sales Manager should be capable of selling power generation solutions and rotating equipment with specific knowledge of oil industry specifications and standards. Candidate should be Electrical HNC/HND degree qualified, have knowledge of diesel engine applications and associated systems, be capable of conducting initial sizing and specification against all client load requirements, and have a track record in sales achievements.

Successful candidate will also be required to prepare detailed technical & commercial proposals, conduct marketing and sales activities, provide technical expertise to our existing clients. Above all, should generate new leads, new clients and a high level of revenue from Engineering contractors, Oil and Gas companies, and other procurement sources.

Main Duties:

- Responsibility for reviewing clients specifications, and preparing detailed technical & commercial proposals
- Technical and commercial risk analysis
- Work with suppliers to ensure equipment is correctly specified 'best of breed & cost'.
- Pre qualify for all major projects within our capability
- Be prepared to give technical and sales presentations to clients and consultants on a regular basis.
- Attend site meetings, pre-award/clarification meetings.
- Prepared to travel and attend sales seminars, customer visits both within the UK and overseas.
- Capable of working to deadlines
- Liaise with commercial department to ensure terms & conditions of new orders are acceptable
- Prepare forecasts for sales & marketing meetings
- Manage the market using a CRM tool to develop our sales database, work with other members of the sales and technical team to support their efforts to win business for the benefit of the division.
- Manage new orders in accordance with our QA system and follow design and engineering work until a successful handover to project engineering
- Manage stock associated with oil and Gas sales

Skills/Knowledge:

- HNC/HND or degree qualified in Electrical Engineering.
- Knowledge of diesel engine applications and associated systems.
- Minimum of 5 years experience of selling rotating equipment to the Power Generation and Oil and Gas Industry.
- Background in project engineering and project management.
- Ability to multi task.

To apply:

Please send a copy of your current CV and covering letter to Colin Hotchkiss, General Manager, Oil & Gas, by post marked strictly 'private and confidential', to: Finning Power Systems, Orbital 5a, Orbital Way, Cannock, Staffordshire, WS11 8XW, or e-mail chotchkiss@finning.co.uk

Please quote the Job Ref shown above.