



# Technical Sales Engineer

## (North East of England and Scotland)

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### The company and the position

Established in 1966, and headquartered near Cambridge (UK). The Welding Alloys Group of companies designs and manufactures a complete range of cored welding wires, automated welding equipment and provides welding solutions worldwide. Our Integra Service Centres for industrial welding applications complements our global reach. WA Integra is specifically set up to support industries that require wear control and performance optimisation.

The purpose of the position is to ensure the promotion and sales of welding products and equipment and also identify any Integra opportunities. The position requires extensive travelling in the UK, with special focus on North of England and Scotland.

### The job holder

The ideal candidate will have:

- Previous proven successful industrial and/or technical sales experience.
- Analytical and problem-solving skills.
- Excellent presentation design and delivery skills.
- Sound interpersonal skills with outgoing personality, in order to build relationships at all levels of internal and external customers.
- Full and clean driving license.

The jobholder will be customer orientated, sympathetic to customer needs and experienced in dealing with complex situations. This role requires high organisational and problem solving skills. The jobholder will be fluent in English, as this role requires excellent communication skills. A good IT literacy is essential: MS Office; ideally with knowledge in ERP Systems.

### Location, salary

Company is based in Fowlmere, Royston (UK), but the jobholder can be based in the regions of North East of England and Scotland. Competitive compensation package (Basic + uncapped commission)

### Application procedure

To apply for the position, please send your CV to [hr@welding-alloys.com](mailto:hr@welding-alloys.com)

All candidates will be required to provide evidence of their right to work in the UK.

[www.welding-alloys.com](http://www.welding-alloys.com)