

# EXTERNAL SALES DEVELOPMENT ENGINEER JOB VACANCY

Bowers Electricals Ltd is an expanding power engineering company, supplying new and refurbished Power and Distribution transformers, HV & LV switchgear, Motors, HV & LV installation and turnkey packages.

Since its beginnings four generations ago as an electric motor and transformer rewinding business, the company is now a leading producer of Power and Distribution Transformers, HV and LV switchgear and all manner of associated products and services.

Bowers Electricals boasts a prestigious list of clients from across the public and private sectors. The team has worked on projects everywhere from small industrial developments to major infrastructure schemes including large-scale power stations, government buildings, hospitals, schools and universities, wind and solar farms and throughout the heavy power engineering industry.

Bowers prides itself on being able to offer total engineering solutions and over the years the team has built an enviable international reputation for quality, customer service and speed of delivery and it doesn't stop at manufacturing, Bowers offers a full turnkey operation that includes the overhaul, rewind and repair of customers property, installation, on-going service maintenance and expert project management of all developments regardless of size. All of which is conducted from its headquarters in Heanor, Derbyshire.

**We are looking for self-motivated, experienced candidates for the following position:**

## **External Sales Development Engineer**

Key Responsibilities:

- Establishing new, and maintaining existing, relationships with customers.
- Developing new sales in all of Bowers offering, specifically Power and Distribution Transformers, HV and LV Switchgear and associated equipment.
- Managing and interpreting customer requirements. Liaising with customers to develop and deliver proposals including supply only, refurbishment, repairs, through to turnkey projects.
- Creation of professional quotations through to negotiating and closing sales by agreeing terms and conditions.
- Ensuring sales targets are met and exceeded.
- Following up any work conducted to ensure the highest levels of customer satisfaction.
- Making technical presentations and demonstrating Bowers services as necessary.
- Support marketing activities by attending clients, trade shows, conferences and other marketing events.

Applicants must be able to demonstrate:

- Experience of Distribution and preferably also Power transformers, HV and LV switchgear and ideally be qualified to a minimum HNC, HND (or equivalent) level with previous experience of the industry.

- Previous experience of creating quotations and engineering proposals to customers requirements.
- Excellent communication skills, a 'can do' attitude and enthusiastic approach.
- Commitment to Customer focus, ability to persuade and influence at all levels.

Candidates will preferably be able to show:

- Proficiency in typical information technology tools (Microsoft Word, Excel & Outlook and ERP/ NAV systems)
- Increasing sales in an electrical products or supply business.
- Ability to work autonomously with minimal supervision

The role requires regular travel within the UK, so a full driving license is essential.

What we can offer –

- Competitive salary commensurate with experience.
- Company Car
- Company Pension Scheme
- 21 days annual leave, (plus bank holidays) which rises with service.
- Modern air-conditioned offices with free tea/coffee

Hours of Work are generally Monday to Friday 08:30 to 17:00 with the ability to flex as required. Generally this role is a combination of working from home and being on the road but with regular visits to the main office located in Heanor, Derbyshire.

Please submit CV with details of experience and salary expectations to:  
[jobs@bowerselec.co.uk](mailto:jobs@bowerselec.co.uk)

**As Bowers Electricals has an agreement in place no speculative agency submissions will be taken at this time**