

Job Title: Technical Sales Estimator
Reports to: Commercial Manager
Department: HTA Group
Hours of work: Mon-Thurs 7:30am-4pm and Friday 7:30am-3pm.
39hrs per week

Privately owned for over 40 years, and now one of the UK's leading & multi award winning **Engineering** companies, WEC is looking to recruit an enthusiastic **Technical Sales Estimator** to join our busy and expanding team at HTA Group, part of the WEC Group based in Coventry.

Responsibilities

The Technical Sales Estimator will have an excellent engineering and fabrication background with the ability to read and work to complex engineering drawings and must have previous experience in sales and estimating in a subcontract manufacturing environment. The ability to demonstrate a comprehensive understanding of the following key processes is essential; Laser Cutting, Press Braking, Welding and Fabrication. Excellent numeracy and literacy skills are required, it is essential to be able to prepare accurate estimates and have good communication skills to discuss requirements with customers and internal departments. Daily duties will include:

- Production of technical quotations for customers in a clear, detailed and accurate
- Providing and assisting colleagues on technical and engineering issues
- Negotiating and achieving deadlines for the submission of quotations
- Building relationships with customers and potential customers to understand their requirements
- Negotiating best possible prices with sub suppliers
- Communicating with customers to gain feedback on quotations
- Recording all relevant sales information on our system
- Achieving relevant targets and KPI's

Knowledge, Skills, Experience

- Engineering and fabrication background
- Minimum 3 years' experience within a Sales Estimator
- Ability to read and work to complex engineering drawings
- A good level of computer literacy and numeracy skills
- Microsoft Excel conversant
- To be organised, accurate and have an eye for detail
- Team working and communication skills

The successful candidate will receive full product and on-going training and will join a motivated sales team with a proven track record in meeting and exceeding targets with the opportunity to work closely with the Commercial Manager.

Working Location/Environment

Coventry

Company Benefits

- 25 days holiday plus bank holidays
- Free car parking
- Company pension scheme
- Employee benefit loan scheme
- Cycle to work scheme
- Company profit share
- Refer a friend scheme

- Death in service award

How to Apply

All CVs to be sent to our Recruitment Team by email recruitment@wecl.co.uk or by post: WEC Group Ltd, Springvale House, Springvale Road, Darwen, Lancashire, BB3 2ES