

# JOB DESCRIPTION

<b>Title</b>	Technical Engineer
<b>Reporting To</b>	Head of Sales – International
<b>Accountable To</b>	Head of Sales – International
<b>Overall Description</b>	Technical Engineer to support Head of Sales – International on both parking and automation areas. The role will co-ordinate technical communications from internal departments and partners from Rest of the World
<b>Main Duties</b>	<ul style="list-style-type: none"> <li>• Provide liaison from R&amp;D to Sales using a variety of communication channels.</li> <li>• Training international distributors on Metric products</li> <li>• Prepare hardware and software presentation of products and solutions</li> <li>• Provide consultative advice to distributors with particular reference to card payment systems.</li> <li>• Assist in the preparation of quotations, PQQ's, tenders, technical specifications plus any other appropriate commercial documentation in a fast paced and dynamic environment.</li> <li>• Provide technical sales support to all worldwide distributors</li> <li>• Administrative support and provide advice on utilising the CRM system.</li> <li>• Contribute to the continuous improvement of department performance with a focus on customer care.</li> </ul>
<b>Person Spec</b>	<ul style="list-style-type: none"> <li>• Previous technical sales experience within an international environment</li> <li>• Knowledge and experience of selling technical (electro-mechanical and software) solutions ideally within the parking/transport/ANPR industries.</li> <li>• Able to work on own initiative and within a sales team environment</li> <li>• Experience of CRM systems</li> <li>• Ability to work under pressure and deal with day to day project management issues</li> <li>• IT literate including excellent knowledge of Microsoft products including Word, Excel and PowerPoint</li> <li>• Good communication skills at all levels.</li> <li>• A passion for customer care, with the aim of creating a 'best in industry' reputation for accurate and timely advice.</li> <li>• Hard working, meticulous and fast paced individual with ability to manage a demanding workload.</li> <li>• International travel will be a requirement of this role</li> <li>• Ability to speak foreign languages would be advantageous (particularly Arabic speaking)</li> </ul>
<b>Health &amp; Safety Statement</b>	Under the Health & Safety at Work Act, each individual has a legal responsibility for their own welfare and for the health and safety of others. Any queries you may have relating to health & safety matters should be raised in the first instance with your supervisor, your manager or a member of Human Resources Department.

<b>Equal Opportunities Statement</b>	<ul style="list-style-type: none"><li>• Metric is an Equal Opportunities Employer and will promote regardless of sex, sexual orientation, gender reassignment, marital status, disability, religion, beliefs, colour, race, nationality, ethnic or national origin.</li><li>• Our aim is to ensure that no job application or employee received less favourable treatment or is disadvantaged by employment conditions or requirements which cannot be shown to be justifiable.</li></ul>
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Employees Signature.....

Date.....