

## HEAD OF TECHNICAL ENGINEERING

Due to continued success, Amarith Ltd is seeking to recruit a dynamic Head of Technical Engineering to join its team on a full time basis.

This role will see the successful candidate responsible for actively growing the business by developing technical solutions for customers based on highly customised versions of existing products and developing technically viable options for the Sales team benefit. They will also develop an effective technical knowledge in all departments throughout the company as well as research and develop new and existing products from concept to customer.

The successful candidate will ideally have experience in the design and technical aspects of rotational equipment engineering and a proven track record of delivering technical support and solutions in a commercial capacity. They will actively contribute to evaluating customer requirements through direct support to the Sales and Engineering departments and will possess good communication skills, both verbally and in writing. Additionally, they will be capable of handling more than one task at a time and delivering results through others.

The following qualities and attributes are also important for success in this role:

1. Drive, persistence and determination.
2. Initiative and pro-activity.
3. Contribution through the provision of creative technical solutions.
4. Contribution to the overall annual sales order target.
5. Superior inter-personal and influencing skills.

The successful candidate will, ideally, have some previous experience of working within a pump manufacturing and engineering company, although this is not essential. Of high importance will be the desire and ability to learn and contribute to the wider company success.

For further information about the position, please refer to the documents attached.

The Job Overview outlines the main duties and responsibilities for this position and details the skills, knowledge and experience required to be fully competent in this role. However, we do not expect candidates to demonstrate all of these attributes on application, as on the job training will be provided. Please refer to the Person Specification, which identifies the essential and desirable requirements for this post.

If you would like to apply for this position, please download and complete the an application form and equal opportunities monitoring form (which will be detached from your main application form and be used for monitoring purposes only). Both forms are available from [www.amarith.com/downloads/job-vacancies](http://www.amarith.com/downloads/job-vacancies). Completed forms should be returned to David Woollard, Head of HR, Amarith Ltd, Bentwaters Parks, Rendlesham, Suffolk, IP12 2TW

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## ▼ Job Profile

### Details

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Title Head of Technical Engineering

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Responsible to Managing Director

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Job Purpose To actively grow the business by developing technical solutions for customers based on highly customised versions of existing products, developing technical knowledge in all departments, research and development of new and existing products and managing post-sales activities as required.

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## Key Result Areas

1. Grow bespoke product business by £250k p.a. in line with company objectives.
2. Provide effective and prompt technical engineering solutions for prospective sales enquiries.
3. Oversee post-sales activities and manage effective and timely commissioning services.
4. Drive technical knowledge training across all internal departments through effective clinics.
5. Drive effective 'Lunch and Learn' programme for technical training – External customer/s.
6. Deliver R&D programme/s in accordance with companies' strategic milestones and goals.
7. Successfully launch new products to market for customer field trials.
8. Ensure all contractual technical issues are resolved in an acceptable way both commercially and operationally.
9. Identify and evaluate new technical solutions to support annual sales order target.
10. Manage and ensure Technical compliance of all products before they are despatched.

## Scope and Range of the Job

- Directly Supervising n/a
- Budget Responsibilities n/a
- Other Responsibilities Delivering £250k of Sales p/a through new technical Initiatives and development.

## Person specification

▼ Person Specification	
Details	
Job title	Head of Technical Engineering
Salary	Negotiable
Responsible to	Managing Director
Hours of work	37.5 hours a week (full-time)

▼ Requirement categories		
	Essential requirements	Desirable requirement
Qualifications	2 x A levels ideally in mathematical or science subjects or an Engineering Qualification, HND or national equivalent.	Degree or equivalent in an engineering-related subject.
Experience	Fully experienced in the design and technical aspects of rotational equipment engineering. Oil & Gas, Petrochemical Industry. Managing technical engineering department/s or team. Delivering to target/s.	Engineering R&D products and solutions to commercial benefit. API 610 technical pump designs.
Skills	MS Word, Lotus notes. Good communication, both verbal and written. Delivering performance through others.	
Knowledge	Oil & Gas, Petrochemical technical pump requirements and applications. Oil & Gas Market trends and opportunities for innovation design delivery.	
Behaviours	<ul style="list-style-type: none"> <li>- Working Together</li> <li>- Valuing People</li> <li>- Analysing, understanding and deciding.</li> <li>- Planning &amp; Prioritising</li> <li>- Demonstrating Resilience</li> <li>- Integrity</li> <li>- Self Determination</li> <li>- Leadership &amp; common goal</li> <li>- Customer focus</li> <li>- Business excellence</li> </ul>	
Circumstances	Available to take up position with the Company, if offered the role, within 3 months of the offer of employment being made.	Available immediately. Willingness to re-locate to a reasonable distance from Company HQ at Rendlesham, if necessary.

**\*\*NB\*\***

Whilst the above qualifications, experience and skills are essential for a fully competent candidate, Amarith Ltd is committed to the continuous development of all its employees. As part of its induction programme the company will compile a comprehensive personal development plan (PDP) for all new employees. The company requires new employees to engage constructively and effectively with their PDP in order to demonstrate a significant level of progress in their first year of employment, and for it to be continued for the duration of their employment with the company.