

**APPLICATIONS SALES ENGINEER – SALES & SERVICE**

Amarinth, based in Rendlesham, Suffolk, is a world-leading, net-zero designer and manufacturer of low lifecycle cost centrifugal pumps and associated equipment, primarily for the offshore and onshore oil & gas industries; nuclear and renewable energy generation; defence; desalination; process and industrial markets, and recently just celebrated its 20th anniversary in business by lifting the Best Eastern Manufacturing Employer Award 2023, at the Best Employers Eastern Region conference. <https://www.amarinth.com/library/rendlesham-based-amarinth-celebrates-20-years-in-business-with-best-eastern-manufacturing-employer-award-2023/>

Due to its developing global presence and controlled growth, Amarith is seeking to recruit a dynamic Internal Sales Engineer to strengthen its team and continue the expansion of its existing business. For this critical role, the successful applicant will be based at Amarith's head office near Woodbridge and work as part of the existing Internal Sales Team.

The role will see the successful candidate develop the core skills to evaluate, select and quote customer specific pump solutions across a variety of industries whilst considering the impacts and demands of international specifications, standards and unique custom requirements. They will be expected to develop key relationships with sub suppliers and direct customers and be responsible for meeting the specific quote submission dates on time and accurately.

The Job Profile 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 in the form of a tailored 12-month training programme. Please refer to the Person Specification, which identifies the essential and desirable requirements for this post.

Amarinth encourages its employees to develop and grow with the company and offers a clear career path to those wishing to advance within the company. Our greatest asset and most important resource are our staff. We focus on their wellbeing, happiness and safety as a priority over everything else. To be true to our core values, company vision and our overall mission, we maintain and promote the mental health and wellbeing of all of our staff as a priority. For full details, please look at <https://www.amarinth.com/amarinth-careers/looking-after-our-people/>

An attractive reward package is offered, which includes a competitive salary, contributory pension (upon meeting the entry criteria), life-assurance, 25 days' holiday per year, pro-rata and profit-related pay/bonus. All Amarith employees have an annual pay review.

If you would like to apply for this position, please complete an online application via the Careers section of the Company website at <https://www.amarinth.com/careers/>.

Details	
Title	Applications Sales Engineer
Reports to	Applications Sales Engineer Supervisor
Job purpose	To effectively develop the core skills to evaluate and select suitable pump solution/s and associated equipment across a range of applications to ensure hydraulic and project specific criteria are achieved, whilst maximising company sales profitability and ensuring margin thresholds are met.
Key Result Areas	<ol style="list-style-type: none"> <li>1. Evaluate customers' technical requirement/s and successfully select suitable pump solution to align with customers enquiry criteria and specification.</li> <li>2. Develop in-depth knowledge and understanding of international design specifications and standards to ensure proposed solution meets requirements.</li> <li>3. Review of detailed specifications, procedures and requirements to ensure alignment, clarification and potential deviation/s are clearly agreed.</li> <li>4. Create Sales Engineering proposals, costings and project specific quotes and manage purchase orders through the company's Sales Handover process.</li> <li>5. Maintain and effectively request technically aligned sub supplier quotations for key components such as motors and seals.</li> <li>6. Support the company's External Sales Managers with meeting customer specific quotation deadlines and expectations whilst maximising commercial position.</li> </ol>

▼ Duties and responsibilities	
Details	
Individual	<ol style="list-style-type: none"> <li>1. Working closely with the Applications Sales Engineering Team, deliver weekly technical sales quotations to meet customer and company KPI's.</li> <li>2. Select both the hydraulically and commercially appropriate pumping solution via the company's in-house pump selection software and prepare technically aligned solutions and costings.</li> <li>3. Develop awareness and understanding of International API 610 design standards and criteria and specification including NORSOK, Shell Dep, BP and ISO related requirements for pumps and associated equipment.</li> <li>4. Develop awareness and ability to evaluate Service and Repair enquiries, strip report proposals and work closely with the Spares and Service Manager.</li> <li>5. Prepare and deliver weekly quotation workload, following enquiry, evaluation and selection to customer submission.</li> <li>6. Manage own workload and deliverables via the company's workload management system.</li> <li>7. Develop effective relationships with the company's key sub suppliers to ensure on time quotations are both technically and commercially aligned.</li> </ol>

8. Liaise directly with the internal Technical and Applications Engineers to ensure customer purchase orders are effectively managed through the company's Sales Handover (SHO) process.

Other  
I. Any other duties within the scope and range of the role, which may be reasonably requested by the company.

▼ Person Specification

Details

Job title	Applications Sales Engineer
Salary	TBA
Reports to	Applications Sales Engineer Supervisor
Hours of work (Total)	37.5 hours per week, full-time

▼ Competency requirements

Key Competencies	How often required to successfully fulfil day-to-day role						
	Never	Sometimes	Moderately	Regularly	Frequently	Often	Always
Working together				X			
Communicating						X	
Valuing People				X			
Analysing, Understanding and Deciding						X	
Planning and Prioritising					X		
Demonstrating Resilience					X		
Integrity				X			
Contributing to Change			X				
Self-Determination						X	
Leadership		X					
Customer Focus						X	
Business Excellence				X			

▼ Other requirements		
	Minimum requirement	Desirable requirement/potential
Qualifications	<ul style="list-style-type: none"> <li>5 x GCSE's or equivalent (including English and Maths at Grade 5 / C or above as a min).</li> </ul>	<ul style="list-style-type: none"> <li>Engineering or equivalent qualification</li> </ul>
Experience	<ul style="list-style-type: none"> <li>Sales experience with an engineering or manufacturing company.</li> <li>PC use- e.g. MS office.</li> </ul>	<ul style="list-style-type: none"> <li>Sales experience with a manufacturer of pumps, rotating or capital equipment.</li> </ul>
Circumstances	<ul style="list-style-type: none"> <li>Available to take up position with the Company, if offered the role, within 1 month.</li> </ul>	<ul style="list-style-type: none"> <li>Available immediately.</li> </ul>

### Note

Whilst the above depicts the perfect candidate, Amarith is aware that many applicants will not currently possess all of the requirements. However, Amarith is committed to the continuous development of all its employees and will be looking for an applicant's potential to meet the requirements over a 3-year period. The company requires new employees to engage constructively and effectively with their Personal Development Plan 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.