

USL SHEFFIELD

SENIOR PRE-CONTRACT ENGINEER



The **USL Group of companies** are market leaders in the provision of **specialist civil engineering and construction solutions** for virtually any type of new build or refurbishment project. For almost four decades, the business has been at the **forefront of cutting-edge resin and cementitious technology**, combining high performing innovative products, first class operations, expert technical support, and unrivalled customer service. **USL Group** specialise in **expansion joints, structural and liquid waterproofing, construction chemicals, concrete repair systems, injection resins and specialist safety & anti-slip products**. With a comprehensive portfolio of products and a highly developed global network, the business is focussed on providing specialist construction solutions on a truly global basis. We are currently in the process of building a brand-new facility at Junction 36 in Sheffield.

At our site in Sheffield, we are looking for an office-based ambitious and motivated Senior engineer to join our **Sales Department**. Reporting to the **Sales Director** this is an excellent opportunity for a high calibre individual to collaborate with our team of experienced professionals and engineers in a dynamic environment.

As a successful candidate you will need to display the desire, drive, and determination to perform as part of a team. You will be given responsibility requiring you to organise your workload and be proactive. This is an excellent opportunity to gain exceptional experience, which is attractive to any career-minded engineer.

Main Activities/Responsibilities:

- Manage the pre-contract Engineering team, oversee enquiries & opportunities whilst providing both pre-contract & after-sales advice
- Lead product ideation meetings, and help in the new product development (NPD) process along with the relevant teams
- Provide training and produce support material for other members of the sales team
- Manage forecasting of hot projects providing weekly/monthly reports
- Provide engineering and technical knowledge along with specialist advice on Bridge Bearings, temporary works, and expansion joints.
- Assist colleagues with enquiries, bids, tenders and supporting information for both new and existing clients
- Engage with and ultimately persuade clients that a product or service best satisfies their needs in terms of quality, price, and delivery
- Negotiate tender and contract terms and conditions to meet both client and Company needs

Ideally you will have:

- 10+ years' experience with Chartered status including excellent people management skills
- Solid technical background in Structural/Mechanical Engineering
- Proven experience of, and can demonstrate excellent technical sales skills
- A general understanding of bridge/construction industry/bridge bearings, expansion joints
- Experience of working with multiple discipline projects within a challenging multi-site engineering environment
- Highly experienced in working under own initiative, demonstrating an ability to set & meet personal targets, combined with the flexibility to adjust to workload priorities to take account of new deadlines.
- Interpersonal and communication skills and a commitment to customer service; ability to build and maintain good working relationships with colleagues, clients, and sub-contractors
- IT knowledge, including Microsoft 365 Suite: Outlook, Word, Excel, PowerPoint, CRM, and industry-specific software
- A flexible, forward-thinking approach to work, along with the ability to work as part of a team.

Our fantastic package includes:

- Car Allowance, Company credit card, iPhone
- Private Healthcare Plan
- 8% non-contributory pension scheme
- Bonus Scheme
- 23 days holiday per annum
- Digital Suggestion Box, Employees of the Month Scheme (win a £200 Amazon voucher!), secure free parking, wellbeing & charity initiatives, CPD Forum

Degree Disciplines	Structural/Mechanical Engineering
Applications: Cover letter describing how you meet the criteria & CV to: Katy Brooksbank, HR Manager	USL Group Compass Works, 410 Brightside Lane, Sheffield, S9 2SP Tel: 0191 416 1530 Email: katy.brooksbank@uslgroup.com Web: www.uslgroup.com
Closing Date	24 September 2021
A full Job Description is available upon request	