

## Vacancy – Sales Support Engineer

<b>Job title:</b>	Sales Support Engineer
<b>Reference:</b>	0030
<b>Salary:</b>	£.competitive. plus benefits
<b>Reporting to:</b>	Internal Sales Manager

<b>Position Type:</b>	Permanent, Full-time
<b>Location:</b>	Nottingham
<b>Centre:</b>	Automation & Materials Handling
<b>Closing date:</b>	10/09/21

**Outline:** Responsible for providing technical solutions, concept design and cost estimation for electro-mechanical machines within L.B. Foster Automation & Materials Handling.

### Indicative Responsibilities Include:

You will be working alongside the L.B. Foster sales team in generating new business through the development of customer specific product concepts and quotations.

You will be operating between sales and engineering, gathering and reviewing information about client specific requirements, developing concepts and costings with reference to previous work undertaken and producing detailed technical proposals and bids. You will:

- > Demonstrate a good commercial awareness and an understanding of customer wants and needs.
- > Employ a good level of knowledge for complex mechanical system that includes techniques for low volume production, i.e. milling, turning, fabricated frameworks, sheet metal fabrication etc.
- > Demonstrate a good level of knowledge in the design of pneumatic systems and a basic understanding of hydraulic systems.
- > Demonstrate a good level of knowledge in PLC control systems within an industrial environment.
- > Have expertise in the use of 3D CAD design software (ideally SolidWorks) and the ability to produce 3D rendered concept drawings.
- > Have knowledge of advanced manufacturing techniques and a willingness to keep abreast of advancements in all aspects of engineering.

### Skills & Experience Required:

- > The Sales Support Engineer must possess the ability to run with multiple projects in a fast paced and agile environment.
- > Strong communication skills linked with the desire and enthusiasm to successfully present your technical concepts both internally and externally.
- > Relevant Engineering degree - ideally in either mechanical, electrical or a mechatronics. Apprenticeship equivalent with relevant experience will also be considered.
- > Minimum 1 year's post qualification mechanical design engineering experience.
- > Hands on exposure to the design of electro-mechanical systems in an industrial, automotive or aerospace environment, ideally designing special purpose, automation or materials handling equipment.
- > Demonstrates a good understanding at a systems level and considers electrical controls, reliability, and maintenance requirements.

### To Apply:

**By email, enclosing a current CV & cover letter, quoting the job title & reference to [ukcareers@lbfoster.com](mailto:ukcareers@lbfoster.com)  
For more information please contact the Human Resources Team on 0114 256 2225 (no agencies)**

Please note that roles may close earlier than specified should we receive enough applications prior to the written closing date.  
LB Foster Europe

Head Office: Stamford Street, Sheffield, S9 2TX

Other locations: London, Nottingham, Lincoln, Herne (DE)