

## SALES ENGINEER - ENERGY AND ENVIRONMENT (EMEA)

WFS Technologies ([www.wfs-tech.com](http://www.wfs-tech.com)), based near Edinburgh, is the world's leading developer of RF (Radio Frequency) underwater and underground communication systems. The company has developed through-water wireless systems for a range of environmental and oceanography applications.

Due to growth in a number of key target markets, WFS is recruiting for a field-based Sales Engineer to focus on the Instrumentation market. Specific target applications include:

|                |                               |
|----------------|-------------------------------|
| • Oceanography | • Water quality monitoring    |
| • Dredging     | • Marine renewable energy     |
| • Hydrometry   | • Port and harbour operations |

The sales role combines account management of existing customers with new business development, with the primary focus on identifying & winning new customers. There will be some after-sales product and customer support.

The position is based in Scotland with significant travel in the UK and European continent. The candidate must be capable of planning and organizing their own workload.

Ideally candidates will already be selling technical products and project engineering in the target area and will have an understanding of the target customers. Sales targets include companies, government departments, academic bodies and NGOs in the areas of oceanography, environmental monitoring, and marine technology.

Responsibilities include:

- Generating revenue through generating and qualifying leads, developing opportunities, submitting proposals, negotiating and closing sales.
- Conducting product and technology demonstrations.
- Participating in trade shows / conferences.
- Forecasting sales volume, activities, and budget requirements.
- Maintaining sales pipeline and providing updates on a weekly basis.
- Reporting sales performance against agreed plan.
- Contributing information to market strategy.

Qualifications:

- BSc or HND in Oceanography, Control & Instrumentation, Electrical & Electronic Engineering, or equivalent work experience
- Track record of success in similar sales role

To apply for this position please forward your resume with cover letter to:

Ian Crowther

General Manager, Energy & Environment

WFS Technologies

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