

NEW OPPORTUNITY AVAILABLE

Join Our

Field Sales

Team

Field Sales Engineer

Team Air Power is a distributor for many of the world's leading compressed air system manufacturers and a trusted solutions provider for customers throughout Ireland. Our Antrim-based head office houses our warehousing, engineering, and office facilities, enabling us to deliver reliable and efficient service.

We are proud to be contracted by many of the world's largest manufacturing companies and to offer a world-recognised, comprehensive range of compressed air products. With coverage across the whole of Ireland and a 24-hour call-out service, we are committed to supporting our customers whenever they need us.

Job Types: Full-time, Permanent

Salary: Up to £36,000.00 p/a
(dependant on experience) + Commission

Work Location: Northern Ireland

Schedule:
Mon–Thurs 8:30am–5pm, Fri 8:30am–4pm

For more information or to apply,
please email careers@teamairpower.com



TEAM
AIR POWER

Now Hiring

Field Sales Engineer

The Role

We are looking for an individual from an Engineering background to join our Field Sales Team who has the ability to sell a range of quality, innovative products and services to new and existing customers. Working in our field sales team, you will be responsible for maintaining existing territories, developing new sales leads and increasing market share by selling market leading brands of Compressed Air, Nitrogen, Pressure & Vacuum equipment and service contracts.

To Succeed, you will need

- A full driving license
- Proven sales experience, selling capital equipment
- An engineering or technical background
- Experience or knowledge of the compressed air industry
- Excellent IT skills, and desire to learn new systems
- Excellent interpersonal skills, and the ability to build strong relationships with colleagues and customers
- Excellent organisation and time management skills

Required experience:

- 2+ years of fast-paced sales experience (B2B)
- Technical sales experience
- Air Compressor knowledge would be a great advantage
- Composure under pressure
- Team player and cooperative
- Delivers a high-level customer service
- Quick to learn and versatile
- Ability to quickly develop product knowledge
- Conducts market analysis to stay ahead of competitors
- Creative with good ideas to increase sale
- CRM experience beneficial but not essential

Full product, system training and support will be given.

Benefits:

- Company car and fuel card
- Mobile phone
- Laptop
- Onsite parking when at Head office
- 20 days Holiday + Statutory holidays



TEAM
AIR POWER