

Are you looking for a job?



A Steadfast
Group Company

MHP is hiring!

SALES ENGINEER UK

MHP is the leading independent UK innovator in bulk handling solutions with unmatched turnaround times and efficiency. Established for almost 35 years, we have developed considerable expertise and specialise in cutting-edge screening, lining, and spillage control systems that reduce costs and enhance safety. Our extensive product range includes Rubber / PU tension screens, Rubber & Ceramic Wear & Impact lining solutions, Belt Conveyor related products through to snow plough blades.



THE OPPORTUNITY



Due to continued growth, we are seeking a Sales Engineer to help us proactively drive new sales as well as managing and growing our existing client relationships.



YOUR RESPONSIBILITIES



- Promote and sell the company's products & services to new clients and expand the range with existing customers.
- Visit clients on site to inspect plant & equipment to help us build lasting relationships.
- Provide technical advice via troubleshooting and promoting solutions.
- Evaluate market situation, monitor competitor activities and identify opportunities.
- Maintain regular reporting, work as part of a team to help strategically plan business development promotions and initiatives.
- Keep our CRM system up to date with relevant data.
- Take accurate measurements of customer plant and equipment, such as Chutes, Hoppers, Screens, Screen Media and Conveyor Systems to enable the preparation of detailed proposals and quotations.
- Liaise with and manage customer expectations in a timely and professional manner.



ABOUT YOU



- Experience working in the quarrying, minerals processing or recycling industries.
- Have excellent communication and networking skills with the ability to build and maintain long term client relationships.
- Being self-motivated and proactive in your work is a must.
- Confident and competent with Information Technology including Microsoft Office and the enthusiasm and ability to learn new systems. Availability to travel nationally as required and cover a designated area on a weekly basis.
- Hold a full UK driver's license. Sales experience would be an advantage.
- A practical and active approach to understanding a problem and solving through engagement.



WHAT'S IN IT FOR YOU



- Work under the mentorship of a manager with extensive experience in the Quarrying, Minerals Processing, Power, Recycling and Steel Industries. Benefit from the knowledge and expertise of our team as they support your career development, while reporting to the Commercial Director
- The freedom and autonomy to manage your workload independently.
- Visiting our diverse range of customers with the opportunity to build relationships.
- Relevant training will be provided for you to be able to visit customer sites together with specific training to help you develop in your role and career.
- Work life balance – enjoy flexibility to plan your time, customer site visits, travel routes and working from home.
- Enjoy working as part of a team in a growing company with the opportunity for further career development.
- A competitive salary, pension & benefits package together with a company vehicle and IT equipment to support your role.



Ready to take your sales career to the next level in a dynamic and growing industry?

Apply today by emailing your CV to info@m-h-p.co.uk and join us at MHP, where your expertise can make a real impact!

CONTACT US

TEL: +44 (0) 1283 226 624
Email: info@m-h-p.co.uk

Address: Unit 14 Ryder Close
Cadley Hill Industrial Estate
Swadlincote, Derbyshire
DE11 9EU



A Steadfast
Group Company

MHP