



JOB TITLE: Technical Sales Engineer

LOCATION: Dungannon, Co. Tyrone

About Kiverco:

At Kiverco we believe in a World where Recycling Plant recovers much more, much more accurately and for much longer. Kiverco is a premium brand business with an international reputation for making the World's Toughest Recycling Plant. We have been focused on making the World more sustainable for thirty years.

You will be joining the Company at an interesting time, as Kiverco has just secured some of our most exciting projects to date and we are in the process of launching a new line of revolutionary machinery.

Our Company has evolved over the years and its growth is a direct result of the hunger for creating new distinctive, bespoke, innovative products to help transform the World's waste. Our obsessive behaviour to constantly evolve our offering has meant that we have also become industry-leading experts in the field of waste processing machinery.

Kiverco delivers high quality solutions with excellent customer service globally.

The person:

We are looking for a Technical Sales Engineer to collaborate with our Technical Sales Manager, our sales team and our customers. You will be a confident communicator who will have the

organisational skills to deliver. The position will suit a self-motivated individual who can rise to challenges and have a practical hands-on approach. You will have integrity and a fun, can-do attitude which will allow you to fit in with our well-established team.

Main Duties & Responsibilities

- Receive/request process application information from the Sales Manager
- Create a process flow for applications
- Prepare a return-on-investment analysis for proposal to the customer
- Update process flow based on feedback from the Sales Manager and customer
- Create layout models/drawings
- Discuss applications with 3rd party suppliers
- Obtain quotations for 3rd party equipment
- Generate plant list and select the options required for each piece of plant, depending on the application
- Accompany the Sales Manager to site meetings to discuss the application and/or the process flows/layouts
- Provide support to the Sales Manager in the presentation of proposals
- Prepare “animation” videos for the Sales Manager, when required
- Update the CRM application (Hubspot) with issued process flows and layout drawings and move to the required stage
- Liaise with the pricing department to facilitate pricing projects
- Review customer specification and/or performance guarantee documents to ensure compliance
- Create compact plan layout and process flows to be saved to our library of compact layouts
- Provide technical support to the sales team
- Continuous improvement of base sales models
- Support the pricing department with new plant lists/scope of supply template
- Provide technical information about the application/process/layout during sales handover meetings

Criteria required:

- Excellent knowledge of Solidworks
- Good experience and capability with Microsoft Excel and Microsoft Visio
- Drive, enthusiasm and creativity to provide our customers with the optimum solution
- Excellent communication and interpersonal skills
- A team player with an honest, dependable and supportive nature
- Ability to travel as part of your role

Rewards & benefits

- Highly competitive salary in line with experience/capability

- Hybrid working available (for suitable roles)
- Company pension
- Generous Company healthcare provision
- Refer a Friend scheme
- Long Service Awards
- Extra holiday for your birthday
- Other employee benefits

Note: this role will involve some travel, once or twice a month, for 1 or 2 days each time to:

- Support the Sales Manager
- Material testing
- Performance testing
- Meet suppliers
- Provide support at exhibitions etc.

To apply for this position please send your CV with a cover letter to careers@kiverco.com