



ESI Technologies Group, part of the Indutrade Group, is the leading supplier of Process Equipment & Engineering Solutions into the Pharmaceutical, Chemical and Biotechnology Industries in Ireland & UK.

Our wide range of products include valve & actuation, bursting discs, pumps, heat exchangers, skids, vacuum, instrumentation, tank & process equipment, insulation, tubing & fittings and filtration.

The continued expansion of our Irish and UK Sales Operations has resulted in the requirement for the following position:

Technical Sales Support Engineer – ESI Technologies Ltd

Reporting to the Operations Manager, this position will be based in our Cork office headquarters. Responsibilities will include:

Duties of the Role include:

- To provide accurate and timely technical/commercial support and advice to ESI customers and prospective customers in the Irish & UK market as required.
- Interpretation of customer inquiries and preparation /issuing of subsequent quotations.
- Assisting and advising customers to resolve any technical issues or queries relating to the prevailing product range and their applications. Ensure that the advice provided is accurate, current and secures a successful resolution to the enquiries.
- Familiarisation of product range sold by ESI, as part of ongoing company training provided, including our portfolio of Valves, Actuator's, Safety devices, Filtration devices & other related process equipment.
- Responsibility for awareness and action of related personal, department & company KPI's.
- Need to meet deadlines and work towards set Team and departmental targets.
- Adherence to companies ISO 9000 Quality, and Health & Safety procedures.
- Other duties as deemed necessary by company management.

Ideally the candidate would possess the following skills/experience:

- Experience in a Technical sales role, particularly Process, Mechanical or Instrumentation related.
- Commercial awareness when liaising with both our customers & our supply chain.
- Technical and commercial aptitude with a flexibility & willingness to learn in the role.
- Familiarisation with some of the above technologies would be an advantage.
- Strong interpersonal, good presentation and reporting skills and verbal communication skills.
- Excellent administration & IT skills, including experience with MS Excel, MS Word, PowerPoint & ERP systems.
- Must be able to identify Customer needs and recommend appropriate solutions whilst achieving the highest level of customer satisfaction.
- Service orientated - has a natural interest in helping customers.
- Committed to Customer Satisfaction and continuous improvement.
- Be capable of working consistently both as part of a team and on own initiative.
- High attention to detail, with technical speed and accuracy.
- Reliable and committed with ability to work in busy customer focused environment.
- Organisational and problem-solving skills.

This is a great opportunity for a highly motivated technical sales & customer orientated person to join our company with a focus on supporting our Irish & UK business & being part of a growing team.

Remuneration package is commensurate with experience.

Applications in writing to:

The HR/Training & Development Manager, hr@esitechgroup.com. Replies only provided to those who are shortlisted.