



Job Specification

<p>Post Title</p>	<p>Technical Sales & Estimating Engineer</p> <p>CBE is a SME with ambitions for growth and expansion with high investment over the medium to long term future years and is now looking to recruit a Highly Motivated Sales & Estimating Engineer to support the company growth ambitions</p> <p>As the successful applicant you will be joining the Engineering team here at CBE. This position can lead to career progression over future years pending continual personnel success and company growth</p>
<p>Department</p>	<p>Sales & Engineering</p>
<p>Reporting To</p>	<p>Engineering Manager</p>
<p>Purpose</p>	<p>To be responsible for the preparation & submission of quotations for customer requirements, completed efficiently to enable the company to secure & maintain solid relationships with key stakeholders</p>
<p>Core Activities</p>	<ul style="list-style-type: none"> • Building relationships with current & prospective customers both UK and overseas within the Sales team medium & long term strategic goals • Provide quotations to customer enquiries, technically evaluating and generating estimates. • Gather proposals, drawings, specifications, and related documents to evaluate & generate quotations for machined & ENP (Electroless Nickel Plated) parts using bespoke tools and the company ERP system (EFACS) • Prioritise/manage enquiries ensuring customer turnaround expectations are met • Evaluate hit rate and propose strategic activities to ensure that the business has the correct capabilities to be competitive in the future • Manage Key accounts as agreed with the Sales Director • Developing and refining the quoting & estimating process • Can demonstrate commercial awareness and understand and follow the focus of the business • Carry out Contract reviews when required on NPI (New product Introduction) parts with relevant stakeholders to ensure capability & compliance with technical specifications in house & any subcontract activities to ensure zero defects • Encourage concurrent engineering practices in product development, promoting design for manufacture / design for assembly. • Actively participate in root cause analysis where non-conforming products/processes are identified, ensuring sustainable corrective actions are in place in conjunction with the Quality department • Ensure company Health and Safety requirements are adhered to and always met.
<p>Essential / Preferred Experience</p>	<ul style="list-style-type: none"> • Sound engineering knowledge & background • Experience of manufacturing & estimating elements of ERP systems • Experience of working in a lean manufacturing culture. • A thorough understanding of lean tools and practical experience of their use. • Ability to work in a pressurised environment • Familiarity with Microsoft tools • Some experience with cad drawing/viewer packages • 5+ years experience - CNC machining

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Registered in England & Wales Company Number 04127358 VAT registration GB509106665



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Personal Attributes	<ul style="list-style-type: none">• Highly motivated (self-starting)• Results orientated• Ability to prioritise and organise own work load• To be professional & flexible in your approach to suit the business needs to achieve key deliverables• Ability to communicate and on all levels.• Well-organised, careful methodical worker.• Practical awareness of health and safety requirements in the workplace
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