

JOB DESCRIPTION

Mechanical Engineer

Department: Sales / Engineering

Reports to: Technical Director

Role Overview:

We are seeking a motivated and adaptable Mechanical Engineer who is keen to expand their skill set into sales, to work across both our Engineering and Sales departments. This unique role combines technical engineering responsibilities with basic sales duties, providing a potential pathway for the right candidate to transition into a sales-focused position while leveraging their engineering expertise. The successful candidate will operate between Engineering and Sales departments in a heavily technical environment.

Key Engineering Responsibilities:

- Support the design, development, and optimization of specialised pharmaceutical production equipment.
- Work closely with clients and internal teams to provide technical solutions tailored to customer requirements.
- Assist in troubleshooting, testing, and commissioning of systems and equipment.
- Prepare and review technical documentation, including design specifications, manuals, and reports.

Key Commercial Responsibilities:

- Assist in developing proposals, quotations, and sales documentation.
- Collaborate with the sales team to understand product offerings, market needs, and customer pain points.
- Conduct technical presentations and product demonstrations for potential and existing clients.
- Participate in industry trade shows, conferences, and networking events to represent the company and generate leads.

Education, Experience and Skills Required:

- Strong technical abilities and a high degree of mechanical aptitude.
- Knowledge of 3D CAD Modelling – Solid Edge or Solid Works
- Eagerness to learn and adapt to sales and commercial processes.
- Problem-solving mindset with a customer-focused approach.
- Proficient with standard office tools
- Previous exposure to Commercial and Sales roles a distinct advantage
- Interest or experience in customer-facing roles or sales is a distinct advantage.

What We Offer:

- A structured training program to develop your sales and commercial skills.
- Exposure to cutting-edge technology in the pharmaceutical industry.
- Career progression opportunities into Engineering, Sales, Technical Support, and/or leadership roles.
- Travel to clients, both home and abroad, and attendance at International Trade Shows will be a requirement

If you are a passionate Mechanical Engineer looking to diversify your career and develop your sales skills while working on innovative projects, we'd love to hear from you!