

BMS Sales Engineer



THE ROLE AND WHAT TO EXPECT

Our offerings include fully integrated large BMS upgrades and turnkey secondary metering projects of all sizes, including data and support contracts. We have key partnerships with large, respected industry manufacturers, such as, Schneider Electric, Distech Controls and HWM.

adi Intelligent Buildings is part of the adi Group with a turnover of c.£100m. Our group offers its large client base a one-stop-shop across the engineering spectrum and we support our blue-chip clients across the world. With offices throughout the UK and Ireland we have the reach to service any project, anywhere.

WHAT YOU WILL NEED TO SUCCEED

Due to our planned growth and expansion, we are seeking an experienced Field Sales Engineer with a proven track record in BMS and ideally metering systems. The ideal candidate will be able to speak confidently at C-Level and also talk confidently about solutions to building managers and site based staff, they must have an understanding of key industry terms and handing sales over to project teams for delivery. Any experience working with BMS or metering systems at any technical level would also be advantageous but not essential.

This role is national role and you will be responsible for obtaining new and existing customers, so some account management expertise will be required. You will also be able to work independently and travel throughout the UK and Ireland to meet your personal objectives. You must also understand the importance of reporting your sales opportunities and forecasts to the management team

ABOUT ADI GROUP

adi Group is a large, multi-disciplined, privately owned engineering company offering a single source, integrated service to provide Totally Engineered Solutions. Founded in 1990, the group specialises in supporting the manufacturing sector in the UK & Ireland, through 16 limited companies and over 20 service divisions. Enjoying exponential growth over the last three years, the Group has seen its workforce increase by 50% to over 500 employees and is expected to double in size by 2020.

WHY WORK FOR US

Whether you work at our flagship head office, at one of our 11 regional offices, or at one of our client residencies, a job at adi is fast-paced and promises variety, progression and opportunity.

We are dedicated to creating a winning team with a strong work ethic, a commitment to excellence and above all, a passion for engineering.

HOW TO APPLY

If you are a professional hands-on, self-motivated and team focused individual who is reliable and flexible in their approach to work with a keen eye for accuracy and attention to detail – we want you!

To apply, please visit: www.adiltd.co.uk

adi Group is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, gender reassignment, religion or beliefs, marital status, or pregnancy or maternity.