



Job Title: Technical Sales Estimator
Reports to: Sales Manager
Hours of work: Full Time - Mon-Thu 7.30am-4pm, Fri 7.30am-3pm 39hrs per week
Salary: £25 -£30K per annum, depending on skills and experience

HTA Group Ltd has been established for over 39 years and is one of the Midlands leading Engineering companies. HTA Group Ltd is looking to recruit a Technical Sales Estimator to join our team based in Coventry.

As a Technical Sales Estimator you will have an excellent engineering and fabrication background with the ability to read and work to complex engineering drawings and must have previous experience in sales and estimating in a subcontract manufacturing environment. The ability to demonstrate a comprehensive understanding of the following key processes is essential; Laser Cutting, Press Braking, Welding and Fabrication. Excellent numeracy and literacy skills are required, it is essential that you are able to prepare accurate estimates and have good communication skills to discuss requirements with customers and internal departments.

Responsibilities:

- Production of technical quotations for customers in a clear, detailed and accurate;
- Providing and assisting colleagues on technical and engineering issues;
- Negotiating and achieving deadlines for the submission of quotations;
- Building relationships with customers and potential customers to understand their requirements;
- Negotiating best possible prices with sub suppliers;
- Communicating with customers to gain feedback on quotations;
- Recording all relevant sales information on our system;
- Achieving relevant targets and KPI's

Personal Attributes:

- HNC/D or equivalent qualification
- A good level of computer literacy and numeracy skills
- Microsoft Excel conversant
- To be organised, accurate and have an eye for detail
- Team working and communication skills
- Knowledge of MRP systems (preferably Epicor) would be advantageous

The successful candidate will receive full product and on-going training and will join a motivated sales team with a proven track record in meeting and exceeding targets with the opportunity to work closely with the Sales Director.

Company Benefits

- 28 days holiday with a potential increase to 31 days holiday, including statutory entitlement
- Free car parking
- Company Pension

How to Apply

All CVs to be sent to HR by email hr@htagroup.co.uk or by post: HTA Group Limited, Units 7040-7060, Middlemarch Business Park, Siskin Parkway East, Coventry CV3 4PE

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