



Technical Sales Engineer (Galway, Limerick & Midlands)

Mission:

You will be part of Daikin, the world's leading manufacturer of air conditioning and heating systems for commercial, residential and industrial applications.

In charge of the Connacht & Midland region for heating products. As a part of the Irish team, your efforts will contribute to the realization of our Budgets and challenging targets in the region.

The set-up and follow-up of action plans in cooperation with customers, the formulation of sales budgets and realisation of business plans, and the necessary value analysis and reporting will be part of your scope of responsibility.

Who we are:

Daikin are the world's largest manufacturer of Air Conditioning & Heat Pumps. Founded in Japan over 90 years ago, European operations commenced 45 years ago.

The Irish Office is based in Citywest Business Campus and currently has 24 staff members selling and supporting Daikin product. Daikin manufacture HVAC equipment from a 1.5kw air conditioning unit which is capable of heating and cooling, up to 2 MW centrifugal chillers being used to cool football stadiums in Qatar for the world cup in 2022. In the local Irish market we are market leader in Air Source Heat Pumps and DX Air Conditioning technology. We also supply a comprehensive range of all air conditioning equipment, chillers, air handling units, Refrigeration, and Heating products. High quality Customer and Product support, both pre & post sale is a cornerstone of our business model.

Main functions:

The position is a Field Sales Engineer with responsibility in maintaining existing and new accounts in the region with a focus on contractor development. Main responsibilities in your role are going to be as follows:

- Building a 'territory'
 - Identify prospective new contractors in the territory.
 - Visits existing and prospective customers.
 - Analyse the market (trends, competitors, customers, prospects)
 - Ensure development and strengthening of Best Dealer (BD) network
- Responsibility for sales budget
 - Making up/giving input for his/her individual sales budget for own sales region
 - lead follow-up and keeping track of the internal budget based on quotations & orders
 - Customer relationship, act as a first point of contact
 - Building and maintaining strong relationships with (potential) customers
 - Support customers in terms of their promotion in the local market
 - (B2B and B2C exhibitions and trade shows)
- Identifying the customer's needs
 - Supporting his/her customers in the development of their business
 - Making product selections & specifications in line with the customer's needs
- Provide product & commercial trainings
- Liaising closely with other company departments to ensure customer expectations are met (in terms of quality, service and timescale)

Education:

Graduated of a third level institution in engineering would be preferable but not necessary. Have a strong knowledge of the heating industry and have a good relationship with the key stake holders in the region.

The candidate will report to the Heating Sales Manager of Daikin Ireland office.

For any more information contact:

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