



GRADUATE SALES ENGINEER

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Biggin Hill, Kent TN16 3YN



About Us

Autoflame Service & Support is a trusted leader in UK-based energy-efficient boiler solutions. We offer upgrades, maintenance, and safety expertise to a growing customer base of over 500. Our team of 15 skilled engineers are dedicated to delivering exceptional service and ensuring the optimal performance of boiler plant equipment.

Main Purpose of Job

You will be joining a dynamic and growing sales team, focused on end-user engineering sales. This will include large installation project, equipment-supply contracts, maintenance agreements and smaller works. As part of the role, you will get the opportunity to engage with a wide range of clients from different industries and sectors.

This role represents a unique opportunity to work for a UK manufacturer, family business and a rapidly growing organisation. You will be equipped with the framework and support network to develop a successful career in sales.

Key Responsibilities

- Produce and Send quotations, proposals and consultancy audits to clients.
- Deliver Purchase Orders for equipment sales, maintenance contracts & smaller works.
- Establish and develop relationships with new and existing clients.
- Engage with a range of stakeholders, including clients, suppliers & internal business units.
- Support with all areas of sales activity when required.
- Willingness for domestic travel – Key focus on the UK market.
- Ensure all sales data is accurately submitted and updated on the system.
- Deliver presentations and pitches to potential clients.
- Collaborate and work with a dynamic team.

Overall Summary

- Entry-level position with strong potential for career progression in-line with performance.
- Sales and KPI focused role. The position will ultimately be judged on revenue generated for the business.

Nature of Supervision

- They will be given a clear framework for development, including tools and support to drive performance and their career progression.
- They will be under close supervision initially, with less supervision over time once progress is achieved. Eventually, significant independence and flexibility to develop their own sales strategy.
- They will receive a strong support network from an experienced and nurturing team.

If you are a highly motivated individual looking to grow your career in commercial and industrial combustion engineering, we encourage you to apply. Please contact our careers team at careers@autoflame.com



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Communication and Influence

Strong communication skills required:

- Communicate with customers/clients on technical issues, contracts, projects and sales.
- Communicate with suppliers and contractors to obtain pricing and specification.
- Communicate with other business units to maximise performance and sales outcomes.

Innovation and Complexity

- The role requires a willingness to engage with technical concepts and advise customers on appropriate solutions.
- Provide feedback to technical & management based on customer engagement.
- Keep up to date with market trends, decarbonisation and regulation.

Organisational Impact

- Work with a growing and dynamic team to deliver revenue and drive business growth.
- Engagement and impact across the entire group of companies, with key focus on the UK market.

Skills and Qualifications

- Degree (Technical/Engineering Degree preferred but any degree is sufficient)
- Ability to produce reports, proposals and structured documentation.
- Strong communication skills, both verbal and written.
- Interest in the environment, sustainability and decarbonisation.
- Interest in engineering, technology and manufacturing.
- Full UK Driving Licence Required.
- A good knowledge of Microsoft applications including Word, Excel, and Outlook
- A high level of attention to detail.
- Very self-motivated and possess a willingness to be successful in your career.

Education and Experience

- Degree (Minimum 2:1 or higher).
- Any degree accepted.

Benefits

- Competitive Salary
- Company Car with all expenses covered (upon successful completion of probation)
- Opportunity for rapid career progression in-line with sales performance.
- Direct engagement and support from the owners of the business, including mentorship.

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