

Technical Sales Engineer

Based: South West England

£ Competitive + Car + Benefits

Riggs Autopack is the leading designer and manufacturer of filling machines and depositors for the food, industrial, chemical and pharmaceutical industries. Our machines have an outstanding reputation for assisting customers in filling sensitive, delicate and difficult to handle products and we support our customers with excellent aftersales and service.

We are proud to have won the prestigious PPMA awards for Sales Excellence 2 years running. Privately owned, we are a successful part of a successful group of companies and have been established for 80 years. Our headquarters are based in state-of-the-art manufacturing facilities in the North West of England.

Due to the retirement of a highly regarded member of our sales team, we are now looking to recruit a Technical Sales Engineer to take over an established customer base in the South West of England.

Based within the territory, and reporting to the Sales Manager, you will be responsible for maintaining and building relationships with existing customers, as well as seeking to develop new opportunities within the region. The role has a high level of autonomy and requires a significant amount of contact-time with customers: advising on product selection to suit each person's specific requirements.

Our customer base includes a wide variety of applications and sizes – from small artisan producers to large manufacturing groups. Your daily communication will be with decision makers across the spectrum of those businesses: from the boardroom to the factory floor.

This is a very consultative selling role involving on-site customer demonstrations and would suit someone from an industrial equipment sales background with a strong engineering appreciation and the ability to guide customers on the most appropriate product selection for them. Experience of packaging machinery would be an advantage but is not essential as full in-house training will be provided as will a handover period with the colleague currently in role.

To register your interest and apply, please send your CV to: recruitment@riggsautopack.co.uk in the first instance. All applications will be treated in the strictest confidence.