

# Technical Sales Account Executive

Powerworks Maintenance Services Limited

## Salary / Benefits

£40,000 OTE

Car Allowance & mileage paid

Pension

Private Health Care

## Job Type

Full Time

## JOB DESCRIPTION

### Role Purpose:

Powerworks Maintenance Services Ltd provide ongoing maintenance and emergency service to a wide range of customers for their critical power needs. As the premier maintainer for NHS Hospitals and Call Centres, our reputation is second to none. Equipment supported includes UPS Systems and IPS Systems for life critical applications. Additional opportunities exist for Backup Generators. Lifecycle of equipment installed means significant replacement hardware is required and as hospitals move towards current standards HTM-06-01 so the requirements for new additional UPS systems and Medical-IT (IPS) systems is growing rapidly.

### Role Responsibility:

Due to ongoing growth in these areas, the company is now seeking to appoint a Technical Account Executive for the NHS related business. Working closely with Hospital Estates Managers and key specifiers together with Powerworks own team of Service and Installation Engineers and office Service Coordinators this varied role will have the following key responsibilities:

- Build close relationships with site Estates and Facilities staff in existing NHS Hospital sites under contract with the company to ensure:
  - Remedial & replacement equipment works are quoted and ordered in a timely fashion
  - All quotes are followed up and prioritised to ensure customers understand the need to get remedial and replacement works undertaken
  - New opportunities for additional UPS, Medical-IT and Generator equipment are properly followed up
- To work alongside electrical engineers to understand and quote electrical installation works as required or to liaise with site electrical contractors to ensure suitable supplies are installed.
- Review all engineers service visit reports to determine remedial work required and working with Service Coordinators in providing quotations for any work required. Ensure timely reports, quotes and site visits to maximise the quality of service provided and opportunity for the company.
- Arrange and attend regular review meetings with key staff in the hospitals
- Ensure the company is listed on any framework agreements, preferred supplier lists amongst existing and new hospital sites.
- Identify opportunities for the company's products and services in new Hospital sites.
- Work with Consultants and Hospital Estates Managers to specify solutions meeting HTM 06-01

### Required Skills / Experience / Qualifications:

- Proven proactive field experience
- You enjoy talking to people and are great at creating trust
- You are a great listener
- You have experience working with Key Accounts and a structure and methodology that can be applied when taking on new and existing customers
- You have meticulous time management
- Minimum 3 years account management experience and/or previous UPS/IPS industry background
- Excellent communication skills both written and verbal
- Driven and focused
- Organized, dependable and motivated

### Job Description:

Our offices are based in Gosport, Hampshire. You will attend in the office from time to time but could work from home. Regular site visits will also be required.