



GOLDSCHMIDT
Smart Rail Solutions

Who we are

Goldschmidt is a global leader in the international rail infrastructure market and combines with its companies all the expertise for the construction, maintenance, inspection and monitoring of sustainable railway networks. This unique network of highly qualified experts is the answer to the many varied requirements of rail infrastructure projects.

The Goldschmidt team offers many interesting jobs worldwide. You can realize your own ideas in a dynamic, professional, and international environment.

Your contact person for this job offer:

THERMIT WELDING (GB) LIMITED
A GOLDSCHMIDT COMPANY

Lorraine Maguire
Human Resources
87 Ferry Lane
Rainham
Essex RM13 9YH

Phone +44 1708 522626
hr.tw@goldschmidt.com

Become part of our team!

At our location in either Rainham Essex or Derby with immediate effect we are looking for a:

SALES ENGINEER (M/F/D)

YOUR TASKS

- Responsible for defining and implementing a business development and sales plan to promote the new range of industry leading products and services
- Ownership and delivery of agreed sales budgets and forecasts
- Identify new business opportunities along with the maintenance and development of existing accounts
- Increase the company's sales and profitability
- Ensure continuous improvement in level of knowledge and expertise in industry developments and convey this to colleagues

OUR OFFER

- A motivated team in an attractive environment
- Flexible locations with offices in the South East and North
- Salary £27,000.00
- Annual Bonus
- Company Pension

This is a job offer of
THERMIT WELDING (GB) LIMITED · A GOLDSCHMIDT COMPANY · 87 Ferry Lane · Rainham · Essex RM13 9YH · UK

www.goldschmidt.com



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YOUR PROFILE

- Degree in sales/distribution or equivalent qualification
- Demonstrable experience of delivering exceptional customer service, sales growth, and customer retention in a technical environment
- Solid experience of selling technical solutions and services
- Strong commercial acumen and a consultative and honest approach to securing sales
- Experience related to the rail industry is advantageous but not essential
- Drive and ambition required to carry out autonomous function and to deliver key business targets
- Ability to communicate at all levels within an organisation
- Excellent communication skills both written and verbal
- Ability to sense industry trends and communicate these to colleagues in the business
- Computer literate
- Full driving licence

Are you looking for a challenge in an exciting environment and are you interested in working profitably in an ambitious team? Then apply for the Goldschmidt team, preferably by e-mail. Please let us know your possible starting date.
