

Project / Sales Engineer: Strategic Business Team

This role represents an opportunity to develop your career within TR Fastenings. We are looking to recruit a Project/Sales Engineer to join our established Global Strategic Business Team mainly focused on the Electronics and Technology sector customers based in our TR Scotland location at Hamilton Int Tech Park, High Blantyre, Glasgow.

The Role

Your role will be to assist the Strategic Business Director and other members of the TR Fastenings Strategic Business Team with Technical, Engineering and Product Support to further develop and grow TR sales and customer relationships across all business sectors and global locations.

Key tasks include:

- Creating and maintaining high quality fastener drawings and datasheets, predominately using Solidworks 3D CAD software. Working within defined drawing control procedure.
- To proactively support the main Global / Strategic customers.
- To maintain a balance between providing excellent technical/engineering support and the commercialism of the contract.
- To work closely with Purchasing, Sourcing, Marketing, Sales, Legal, Logistics and Quality disciplines on strategic projects which require technical contribution. E.g evaluating the feasibility of new enquiries.
- To work closely with Quality personnel to ensure TR is responsive and proactive to solve customer issues related to your projects within the strategic customer base.
- To utilise all opportunities to develop sales opportunities for TR group products e.g. Self-Clinch, Enclosure Hardware, Plastic Hardware etc.
- To present a 'Best Practice' statement in all documentation correspondence, presentations and reports.
- To gain an in-depth technical product knowledge and understanding of the principles and practice of fastener manufacturing and distribution.
- To improve and develop your fastener knowledge, project management, presentation and sales skills through working with experienced colleagues and approved training courses if necessary.
- Ensure the Company Total Quality Management and Health & Safety policies are followed.
- To assist in the maintenance, tracking and updating of the Global part number database.
- To become familiar with customer approval documentation, such as ISIR, 3B, PPAP etc.
- To react to customer demands in a timely and professional manner
- To build close working relationships with customers, select suppliers and colleagues worldwide.

The Candidate

Ideally you will be degree qualified in a Mechanical Engineering related discipline. Have 2D/3D CAD experience (e.g. AutoCAD/Solidworks), a high level of computer literacy incl. spreadsheets and databases, excellent report writing, communication and presentation skills. Any "hands-on" production or technical project experience in a commercial/customer service environment will be an advantage. As too will be the willingness and ability to travel predominately in Europe but possibly USA and Asia. Being highly self-motivated, organised and task driven, you must show the right attitude and be able to work both as an individual under your own initiative or as part of a multi-disciplined team. Possess a high level of common sense, logical approach to problem solving together with a willingness to build your knowledge and expertise in fastening technology.

We offer

- Competitive salary including Life Insurance, Pension and other benefits
- Laptop and Phone
- Company credit card (for travel purposes)
- Modern office environment with on-site free parking

To Apply

If you are interested or know of someone who might be please contact Lydia Ball on 01825 747323 or email your CV to careers@trifast.com

