

Position

Job Title	Sales Design Engineer
Primary Location	Head Office - Amersham
Salary	Upon Application
Reporting to	Director
Contracted Hours	40
Terms	Permanent – Full Time
Holiday	26 days per annum

Job Summary

We are seeking a technically skilled and commercially aware sales design engineer to bridge the gap between our sales and administration teams. This role combines technical security systems design expertise with production of technically accurate system proposals, ensuring tailored solutions that meet both customer and commercial requirements. Day to day tasks will include, but not limited to:

- Review, understand and compute tender specifications, drawings and employers' requirements/ collaborate with the sales team to understand client requirements and translate them into technical solutions.
- Prepare technical presentations and quotations.
- Liaise with suppliers for equipment/ software quotations.
- Pricing of designed systems to ensure that they are commercially accurate whilst being attractive to the client.
- Undertake site visits and surveys where required.
- Liaise with internal engineering teams to ensure smooth project execution.
- To undertake any reasonable duties and comply with all company policies and procedures

Skills

- Ability to manage time accordingly to meet deadlines.
- Proficient in MS 365 and Office applications including Sharepoint, Teams, Word and Excel
- Team player, as you will need to work with all departments in the business.
- The ability to work on multiple tasks and projects at any one time.
- Commercial awareness and customer-centric mindset
- Problem-solving skills with a proactive approach.
- Commercial awareness.



Knowledge & Experience

- Proven experience in technical sales, design engineering, or a similar role within the electronic security industry.
- Knowledge of and training on the enterprise systems that Nexus sell is preferable.
- Knowledge of latest security system technologies and associated standards/ codes of practice are preferable.
- Strong understanding of IP networking, integration protocols, and system interoperability.

Role Specific

- BS7858 Security Screening
- Right to Work in the UK

Working Conditions

- Office based