

## APPLICATIONS MANAGER

JOB REF: 0538

Our client is a \$4.5 billion, publicly traded global manufacturer of lifting and material processing products and services. As a result of extensive and sustained growth, they are now recruiting for an Applications Manager to join their Management Team in Dungannon. This is an excellent opportunity to join a dynamic and friendly team and to learn from one of the largest engineering organisations in the world.

### Job Purpose

Working within one of the Group's divisions, the Applications Manager will manage the technical applications team who provide advice and support to the Sales team, distributor partners and equipment customers around the world.

### Main Duties & Responsibilities:

- Manage Applications team to provide technical applications support for the Wet Processing product range to distributors and internal sales personnel
- Manage internal Application & Engineering Review (AER) process
- Prepare and review technical specifications and commercial contracts in line with application requirements to ensure customer expectations are met.
- Assist in the preparation of technical offers
- Prepare Visio & Aggflow sales & layout drawings
- Input into application and product comparison training material
- Gather and collate performance data on Washing equipment and applications
- Provide input to total cost of ownership calculations
- Advise dealers/customers on solutions for their application enquires
- Ensure correct equipment is selected to suit required applications
- Generate leads through prospecting with dealers and dealer managers
- Contribute to NPPD with the conceptual development of new ideas through the NPI process.
- Maintain and update library of stored information on case studies
- Extensive global travel

### Education & Qualifications:

- Ideally educated to degree level or equivalent
- Technical background (mechanical engineering, quarrying engineering etc)
- Minimum of 5 years' experience within the Quarrying industry with wet processing equipment
- Proven competence in technical and engineering sales and marketing of equipment

- Experience of working in a customer facing environment
- Extensive experience of Aggflow, Microsoft Visio, AutoCad and 3D Modelling packages

### Key Skills

- Self-motivated and high energy
- Have excellent Ambassadorial skills
- Logical problem-solving ability
- Ability to manage, motivate and develop a team effectively
- Ability to work in an environment that is fluid with constantly changing priorities
- Negotiation skills
- Customer focus
- Action Orientation
- Excellent verbal and written skills
- Ability to influence at all levels
- Highest level of integrity, honesty and trust
- Drive for results

### Benefits Package

- Attractive Salary of up to £50,000 + Bonus
- Pension, Life Assurance, Healthcare & Childcare Voucher schemes

Contact Con Gallagher on 028 8676 0044 for a confidential chat or submit CV via the link.

***The Company reserves the right to vary criteria at the shortlisting stage.***

***Spectrum Employment Solutions is an equal opportunities employer and welcomes applicants from all backgrounds.***

### **DATA PROTECTION**

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