



# VACANCY

## Technical Sales Engineer

To support continued business development, we currently have a vacancy for a Technical Sales Engineer to join the Sales & Marketing team. This is a varied role working closely with Sales Management, Application Engineering and Product Development to support our OEM customers and distribution network to bring projects from conception to production supply, applying the range of Kawasaki Staffa Radial Piston Hydraulic Motors. The successful candidate will have a proven record working in a Technical or Commercial role on the application or development of radial piston type hydraulic motors, project management experience and be able to support and lead projects in a professional, controlled manner.

The role can be home based but will require regular visits to KPM(UK) Plymouth and extensive travel within the UK and Europe, India, China, Singapore and possibly USA and Japan.

The job holder will support Sales Managers and customers by providing technical support in developing new business opportunities, visiting customer premises, trade shows and conferences as well as providing product training and support to OEM customers and distributors.

The successful applicant should possess the following skills and experience:

- Extensive knowledge of radial piston hydraulic motors and their application.
- Hands on experience working with hydraulic components and systems.
- An awareness of the commercial implications of projects and activities
- The ability to interpret hydraulic system circuits.
- Able to write well structured, concise technical reports.
- Have working knowledge of APQP.
- Good working knowledge of Microsoft software.
- Excellent communication skills both verbal and written.
- Project management experience.
- Ideally degree qualified Engineer, preferably with hydraulics qualifications.
- Be prepared to travel worldwide including possession of a Full Driving licence.

If you are interested in this position please contact HR for a full job description Applicants should apply in writing to the Human Resources & Training Department by Friday 1st April 2019.

**Human Resources & Training Department**  
**February 2019**