



BREWHOUSES · PROCESS TANKS · STORAGE TANKS
SSV LIMITED
STAINLESS STEEL VESSELS LIMITED
TRADE ——— EST. 2014 ——— MARK

JOB DESCRIPTION

Job Title: Technical salesperson/Proposals engineer.

Responsible to: Sales Manager

Remuneration: £27,500.00 - £32,500.00 Depending on experience.

Position opening date: Immediately

Location: Leeds - LS3 /National

About SSV Limited

Stainless Steel Vessels Limited (SSV Limited) design and supply Brewhouses, process vessels, and pipework to the beverage industry. We also offer a wide range of products including pumps, valves, and fittings all available on our newly launched webshop.

With over 2000 tanks and 25 Brewhouses installed since 2014, we provide unrivalled value and customer service to meet the needs of all drinks manufacturing related businesses. We are uniquely positioned to be able to provide equipment from 10HL all the way up to 20,000HL to all sectors of the market from brewing, pharmaceutical, dairy and distilling.

The business is currently expanding through a mixture of market position and strategic acquisitions. As such we're looking to expand our teams through employing enthusiastic, versatile office and administrative assistants to aid our growing sales team. For the right candidate we will provide all of the training required to move through the company and enable you to start carving out a career path to suit your skills and ambitions. We are a fast paced, growing company so the opportunities for personal development and progression are endless.



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ROLE AND RESPONSIBILITIES:

DUTIES MAIN:

- Helping customers to find the right solutions to their requirements and developing clear and accurate proposals based upon these solutions from start to finish.
- Discussing customer requirements and assisting with all aspects of the sales process from quote generation to customer meetings and order processing.
- Generating new sales opportunities
- Generating sales handover documentation in preparation for orders to be handed to the project management teams.
- Visit customers onsite for sales visit and post sales care both nationally and occasionally internationally.
- Authoring and delivering occasional technical presentations for industry events.
- Attending industry events (beer festivals, industry dinners, presentations and exhibitions) representing the company and building relationships with customers.
- Liaise internally with engineers, commissioning brewers & project managers to hand over projects from the order to design phase.
- Liaise with contractors and secondary suppliers so that we can provide a turnkey proposal.
- Working in a lively and at times challenging environment so you'll take multitasking in your stride and will enjoy balancing admin tasks, events, relationship building and sales - there's never a dull moment!

WORK EXPERIENCE & SKILLS:

- The customer experience is at the forefront of everything we do, so you'll be passionate about delivering excellent customer service.
- Ideally you'll have at least two years experience working within either a brewery, dairy, distillery or supply chain role.
- You'll have a good understanding of process systems and technology - Experience around the brewing, dairy, and/or distilling industry will be advantageous.
- You'll be friendly and approachable, happy to assist customers, and colleagues wherever you can.
- Degree level engineering based education in either a mechanical or process vocation would be beneficial or industry based experience to a similar level.
- Strong organisational and record keeping skills.
- Most importantly of all, you'll be someone who can respect, encourage, and connect with the people you work with and our customers.
- Our main area of business is within the brewing industry - specifically the 'craft' brewing sector so an interest and understanding would be beneficial - but not essential.
- Confident working with computers, including an extensive knowledge of the Microsoft or Google suite of products, or a willingness to complete training in order to achieve such knowledge.
- A basic level ability to use Auto-cad or similar to assist in layout proposals.
- An ability to prioritise and multitask.



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- Have an understanding of the deadlines facing not only yourself, but the team as a whole; maintain flexibility in order to meet deadlines when required.
- A motivation to develop a passion for the company, its mission, and the team.
- A team player with enthusiasm, optimism and a cheery disposition.

QUALIFICATIONS & REQUIREMENTS

- Full UK drivers licence.
- Degree level education or industry qualifications/experience to a similar level.
- Valid Passport
- Right to work and reside in the UK

REMUNERATION

We recognise that your hard work shouldn't come without its perks, so here's a little list of some of the things you can expect to get from us upon successful completion of a 3 month probationary period:

- Great Pay! We are Living Wage Employers and proud of it. Plus as you develop within the company so will your paycheck!
- Take time to relax with 23 days' holiday plus bank holidays.
- Company Macbook.
- Company Iphone.
- Access to a company vehicle upon satisfactory completion of probationary period.
- Entry into the annual profit pinned company bonus scheme to reward you for all your hard work.
- The opportunity to attend (and occasionally help organise) National, and International events related to the brewing industry such as beer festivals.
- Opportunities for further training and qualifications as you progress in your role.
- Automatic enrolment to the company pension scheme upon successful completion of probationary period.
- And most importantly, you'll be working within a fun, passionate, and vibrant team.

Please send a cover letter and a copy of your C.V. to jobs@ssvlimited.co.uk with the subject - Technical salesperson - Application

SSV Limited is an equal opportunities employer and we welcome people of all ages, ethnicities, gender identities, disabilities, religions and sexual orientations. Your application will be dealt with in the strictest of confidence.

***COVID 19 Note:**

Inlight of the current situation regarding COVID 19 and inline with government advice most office based staff are working from home where possible. It is likely we will therefore request that first round interviews are conducted via video conferencing and then we may request a face-to-face interview in the following round. It is expected the successful candidate will need to complete at least 4 weeks work based from the office to allow for training and onboarding. However, full government guidance and a safe working environment will be adhered to.