

Field Sales Engineer

You will be a motivated engineer who is looking to move into sales or who has recently moved into sales. You will have a sound technical understanding of complex security systems supplemented with commercial experience.

It is likely that you will have a technical degree, but relevant experience in the military or security market will also be considered. Experience of radar technology and/or electro-optic systems is highly desirable. You will be working with a close-knit team but also working alone with customers both in the UK and abroad. As such you will be willing to travel and be responsible for representing Blighter Surveillance Systems in a professional manner under sometimes difficult and challenging conditions. You must be able to communicate effectively, in particular having good spoken and written English.

You will be self motivated, able to take the initiative in customer discussions, be an effective team player and have efficient time management skills enabling you to work well on your own.

You will have the following skills and abilities:

- A technical degree or technical experience in lieu
- Able to design and/or critique the design of multi-sensor security systems that include radars, cameras, thermal imagers, communication systems and Command and Control (C2) stations
- Ability to communicate detailed technical information about the sensor system to the Blighter team and our customers including System Integrators and end-users
- Able to prepare customer facing documents
- Strong organisation skills
- Strong interpersonal communications skills
- Ability to operate both independently and as part of a team, resourcefulness, good organisational, planning and presentation skills
- The Blighter equipment is reasonably heavy and generally requires demonstration and installation on elevated platforms, therefore you should be in good health and able to lift equipment, climb ladders etc
- Located within commuting distance of our office near Cambridge
- Willingness and ability to travel overseas
- Have a valid UK driving licence with no major endorsements

The following skills would also be an advantage:

- Experience of working with a CRM system
- Providing support on equipment training courses
- Speaking another major foreign language
- An understanding of UK` and US technology export issues

Blighter Surveillance Systems Ltd (www.blighter.com) is a UK-based e-scan radar and sensor solution provider delivering an integrated multi-sensor package comprising Blighter electronic-scanning radars, cameras, thermal imagers, trackers and software solutions.