



Job Title: Sales Estimator

Location: Office Based, Welshpool, Wales.

Salary: £27k Plus sales team bonus. Depending on experience. Rising to £28k after fully trained and achieving a good level of Technocover product range knowledge.

Company Description

A very exciting time to join the sales team at Technocover Ltd. Technocover, has been a leader in designing, manufacturing, and installing innovative steel access solutions since 1993. Specialising in Total Service Solutions for Physical Protection of Assets within Critical National Infrastructure sectors, we offer a wide range of high-quality certified security products. Technocover's security products are trusted by clients in the UK and overseas, including Water Companies, Energy Providers, Transport and Rail, Data and Telecoms and Military and Government Establishments.

Role Description

This is a full-time on-site Sales Estimator role located in Welshpool. The Sales Estimator will be responsible for daily tasks such as customer service, sales, communication, project estimation, and business development to support the company's total service philosophy.

Preferred Skills / Attributes

- Comfortable speaking to existing and prospective customers.
- Commercial awareness.
- Able to work well individually and as part of a team.
- Strong organisational and time-management skills.
- Keen to progress a career in sales.
- Excellent communication skills (written and verbal).
- Estimating experience.
- Relationship builder.
- Customer service orientated.
- Able to read construction and technical drawings.
- Sales and Business Development skills.
- Strong analytical and problem-solving abilities.
- Proficiency in CRM software and MS Office
- Can do attitude and proactive approach.
- Knowledge of the Critical National Infrastructure sectors is a plus.

Key Responsibilities:

- Secure, examine and interpret enquiry documents and technical specifications.
- Preparation of quotations.
- Generate new sales from construction projects.
- Develop long term relationships with clients.
- Assist in delivering the company's overall and account specific sales targets.
- Review and ensure that compliant technical bids are submitted on time.
- Liaise with other members of the sales team and different departments within the organisation to ensure that client expectations are being met.
- Work closely with customers to ensure you offer technical solutions to their specification.
- Follow up, progress to order to place status and administer sales enquiries and quotations in line with company policy and procedures.
- Regularly update CRM system

- Account Management
- Management of the sales process from prospect through to contract handover.

What We Offer:

- Competitive salary and team-based bonus.
- Opportunities for career development.
- A team environment that fosters support and collaboration.
- The opportunity to join an innovative company leading the way in physical access security.

How to Apply:

If you're eager to elevate your career and make a meaningful impact within a growing company, we want to hear from you! Submit your CV along with a brief cover letter detailing your experience and why you're the ideal candidate for this role.

Please email jamie.grabham@technocover.co.uk

Be a part of our journey as we grow and help define the future of physical access security!

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