



# In touch with customers. In touch with SUCCESS.

Do you have the Drive and belief to achieve...

**ifm electronic:** ifm electronic is global organisation specialising in the manufacture and distribution of sensing and control products for automation. We have over 7300 employees in 95 countries and always strive to grow with stability to give our employees a very stable environment to work in. Even though we have grown into a large company we are still family owned and have managed to maintain the virtues of the founding years. We have a fast paced and collaborative work environment. ifm believes in openness to ideas and a culture where employees are defined by their capabilities and contributions rather than title.

*"Exceptional success can only be achieved when the employees believe in the company and when they know that they are treated in a fair and honest way." -ifm philosophy*

ifm uk with our head office in Hampton, London is a subsidiary of our German parent company ifm electronic gmbh

## The role:

### Field Sales Engineer – South and South East

ifm electronic is looking for a high quality individual to help continue our excellent sales growth in the UK. The role will include working within varied industries including Automotive, Food, Water, Steel and Pharmaceutical. You will be actively looking at achieving growth in customers and ifm's wide product range. In some products ifm are Market leader while in others we are just entering markets and are looking to achieve massive growth potentials.

You will be allocated a mix of OEM and End-user customers to manage within the South and South East regions of the UK. You will also have an active strategy to increase this customer base.

The role is very varied which hopefully makes it interesting and challenging for the correct person. One of the main focus areas at the moment is IO-Link and helping customers start the process of achieving Industry 4.0 type manufacturing.

Full product training would be provided.

Very competitive salary, fully expensed company car, Phone, Laptop, Pension plus various other benefits.

## Person:

Innovative, positive attitude and tenacity are essential attributes along with a desire to develop and learn. You will also need commercial awareness, self-motivation and the determination to succeed. Good technical skills and strong sales ability will make you successful in this role. A friendly inquisitive nature is a must as is a strong will to drive our products into the market. You should have a genuine interest in Automation and keep abreast of new technologies and ideas.

## Experience:

Ideally educated to a graduate level, minimum of ONC/HNC is required, you should possess a sound electrical knowledge, preferably enhanced through practical experience in industry. A knowledge of some of the following would be preferred: Sensors - PLC's – Networking - Vision products – Process products – Condition monitoring – Safety Products – Industrial software – Automation – IO-link. 3 years field sales experience is preferred but not a necessity for someone with the right technical skills who has a desire to come into a field sales role.

## Interested?

You must currently reside in the UK and be able to provide the appropriate documentation to work in the UK. Email enclosing your CV to Sara Meade [sara.meade@ifm.com](mailto:sara.meade@ifm.com)

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