



CAD/CAM ~ Machinery ~ Tools ~ Materials ~ Installations

TechSoft UK Ltd.,
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FIELD SALES & TRAINING MANAGER (EDUCATION) – CAD/CAM (Ideal for Technology Teachers or Similar)

Job Description

At a glance:

- Promote sales of various school Design and Technology machinery and software (CAD/CAM in particular) in schools, colleges, and universities the UK and occasionally overseas
- Deliver and commission machinery for both new and experienced users
- Prepare and deliver face-to-face training and prepare training resources for educators
- Light servicing / on-site maintenance of CNC machinery, particularly laser cutters
- The role involves being able to work by yourself and organising your time effectively
- Strong computer literacy is required and experience with CAD/CAM software used in education (eg,. 2D Design / SolidWorks) is essential
- A company phone, laptop and vehicle will be provided
- The successful candidate must be prepared to work away from home Monday to Friday with occasional work overseas
- Teaching or sales experience in the education market is essential

Background

TechSoft UK Ltd has long been recognised as the leading supplier of CAD/CAM equipment to schools, colleges, and universities.

Our product range includes everything required to run a full school Technology department, including:

- Laser cutters
- 3D printers
- CNC routers and engravers
- Sewing and embroidery machines
- CAD/CAM software
- Manual machinery eg., drills and bandsaws
- Art, craft and pottery equipment

Alongside this, TechSoft supply all the necessary tooling, materials, and furniture and provide specialist teacher training.

Simple and familiar equipment is essential in education to ensure that teaching and learning can be carried out effectively, and TechSoft are proud to provide the highest levels of training and support throughout the lifetime of all our equipment.

TechSoft are seeking a highly motivated field-based Sales & Training Manager who will have a key role in supporting existing and reaching new customers in a rapidly changing marketplace.



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More Details:

We have an exciting career opportunity available at TechSoft. The work will be varied, challenging and offers a great scope for individual flair. Working in schools and with teachers and technicians will be a major part of the job. Whether delivering CPD training, machine servicing, giving on-site technical support or setting up new resources, the work is all about making a real difference to teaching and learning in D&T.

TechSoft is a pro-active and innovative company committed to providing high standards of resources and support. There is always a huge requirement for installations, machine maintenance, demonstrations, training, and the development of resource materials. Ongoing technical training and career progression will be provided.

An opportunity has arisen to recruit a Sales & Training Manager primarily covering the South and South-East of England including Greater London, extending to the rest of the UK or overseas when required.

The successful candidate will need to live in or re-locate to a suitable location to cover the areas required. An ideal location would allow reasonably easy access to the M25. Frequent overnight stops away from home will be necessary.

Demonstration equipment, a laptop computer and a company van will be provided. The company van will require off-road parking, and space for temporary storage of tools and equipment would be desirable. Tools, equipment, mobile phone, laptop and van will be provided. The van will require off-road parking, and secure space for temporary storage of tools and equipment would be desirable. Daily administration tasks will need to be done from your home office using our bespoke CRM software.

Close liaison with head office through telephone/email will be essential. Regular reports and monthly visits to our head office in North Wales will be required.

The main responsibilities will be as follows:

1. Promote and expand sales into schools, colleges, universities, and the commercial sector where relevant. The successful candidate will be a friendly and familiar first line of support to existing customers and will introduce TechSoft to new customers.
2. Install, commission, and provide light servicing and machine maintenance for laser engravers in your area.
3. Organise regional sales demonstrations and exhibitions.
4. Deliver face-to-face and online training sessions and expand digital CAD/CAM training resources.
5. Monitor competitors technical and commercial activities and strategies and report in appropriate detail.
6. Generate and follow up quotations working closely with office sales and technical staff
7. Assist with full classroom equipment installations in your area when required.
8. You will occasionally be required to work overseas with customers and agents in locations including Europe, the Middle East, China and U.S.A. (When COVID restrictions are no longer in place).



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Terms and Conditions

1. Hours: Office hours are 37.5 hours per week – 9am to 5pm, Monday to Friday with a half hour lunch. When out on visits, hours will be “as is necessary”.
2. Salary: £32,000 - £37,000 based on experience
3. Holidays: 25 days (plus Bank Holidays). Of these, 3 must be used for our Christmas closedown. You are requested to take the remainder at “non-busy” times.
4. The successful candidate will be one of a small but successful team, and must be prepared to be a team player, helping out in any area as necessary.

Person Specification / Experience

The successful candidate will possess and demonstrate

- Previous experience in a sales / business development environment (ideally field based)
- Previous teaching, training, or support experience in an education background
- Ability to demonstrate knowledge of UK secondary D&T curriculum.
- Experience with CAD/CAM equipment (in particular laser engravers) is essential.
- A good knowledge of general workshop tools and machinery
- Strong mechanical aptitude
- A high level of IT literacy; experience with popular graphic design and CAD software are desirable, experience of Microsoft packages – Outlook, Word, Excel. PowerPoint etc. are essential
- A high degree of initiative, demonstrating the ability to work alone as well as part of a team
- Accurate time-keeping and timely record-keeping
- A proactive, flexible and energetic approach to the job and the ability to adapt to new and challenging workloads
- Ability to work from autonomously and manage their own time effectively
- Availability to work away from home on a frequent basis
- A full UK driving licence
- Familiarity with TechSoft products will be an advantage but is not essential as the required training will be given.

Education:

Secondary education to A level or equivalent

Further education to degree level (preferred)

A relevant teaching qualification (preferred)

A DBS enhanced check will be required the successful candidate.

Applications

If you are interested in applying for the above post, please send your C.V. and covering letter as soon as possible to appointments@techsoft.co.uk