

## Alvant Ltd

### Job Description: Technical Sales Engineer

**Sector: Advanced Materials Engineering**

**Location: Prisma Business Park, Basingstoke, Hampshire.**

#### *Material Evolution*

*Increasing the capability of the world's most demanding products through the application of Advanced Materials and Manufacturing techniques.*

#### **The Company**

Alvant Ltd (Alvant) is an advanced materials technology company, specialising in the design, development and manufacture of aluminium matrix composite materials and offering engineering services for aerospace, high-end niche automotive, defence, industrial process and high-end consumer industries. Due to the Company's expanding customer base we are seeking a Technical Sales Engineer to help secure and service new commercial sales contracts..

#### **The Technology**

Metal Matrix Composites are an emerging technology offering many advantages to engineers and designers in a number of key industries.

Advanced composites are classified according to the material that is being reinforced. Metal Matrix Composites (MMCs) are metallic materials that have been reinforced with a secondary high-performance material. The format of the secondary is typically a long-fibre, short fibre or particles. Materials within these categories are often called "advanced" if they combine the properties of high strength and high stiffness, low weight, corrosion resistance, and in some cases special electrical properties.

Alvant focusses on Aluminium Metal Matrix Composites ("AMC"). Aluminium is the second most abundant metallic element in the Earth's crust after silicon, yet it is a comparatively new industrial metal that has been produced in commercial quantities for just over 100 years. It weighs about one-third as much as steel or copper; is malleable, ductile, and easily machined and cast; and has excellent corrosion resistance and durability. Measured either in quantity or value, aluminium's use exceeds that of any other metal except iron, and it is important in virtually all segments of the world economy.

Like all composites, aluminium-matrix composites are not a single material but a family of materials whose stiffness, strength, density, and thermal and electrical properties can be tailored

### **Job Overview**

Reporting to the Commercial Director the successful candidate will focus on the development of customer relationships, sourcing and winning sales contracts, management of quotes and proposals, purchase orders, and support of marketing activities. Primarily promoting and selling a combination of Alvant's Aluminium Composite material technology and Engineering services the job function will generally be based at the Company's offices in Basingstoke, Hampshire, but the successful applicant will be expected to visit clients' premises as required, either in the UK or overseas.

### **Key Duties and Responsibilities**

- Conducting & supporting market research to identify new commercial opportunities and gain feedback.
- Identifying, contacting and presenting to new customers
- Negotiating and closing sales opportunities
- Representing the Company at trade shows, exhibitions, conferences and seminars.
- Assist in developing project proposals
- Processing commercial enquires received via Alvant's website and other sources.
- Capturing customer requirements and liaising with technical staff to build solutions.
- Customer Relationship Management.

### **Education, Experience and Skill Requirements**

- At least 1 years' commercial experience in a technical sales role in one or more of the following sectors: automotive, aerospace, high-end consumer, defence, energy.
- University degree or Higher National Diploma in mechanical or materials engineering.
- Experience of component manufacturing and applications engineering
- Familiar with writing proposals, project plans and working to gateway management disciplines.
- Knowledge of composite materials and casting processes an advantage.
- Comfortable working under pressure in cross-functional teams to project deadlines.
- Strong reporting, verbal and written communication skills.
- Self-motivated and organised individual with the ability to work on multiple projects

### **Ideal Candidate:**

The position would suit a technically minded individual with a desire to work in a fast-paced dynamic new venture environment. The role requires some knowledge and understanding of materials technology, but training will be provided to increase the individual's knowledge of Metal Matrix Composites and associated manufacturing processes. The ideal candidate will be self-motivated with an entrepreneurial spirit to find solutions to customer problems and win new business. This is a unique opportunity to be part of a growing business with an emerging technology. He or she must be a good communicator, willing to travel, and available to start as soon as possible.

### **Contact Details:**

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