



CAD/CAM ~ Machinery ~ Tools ~ Materials ~ Installations

TechSoft UK Ltd.,
Falcon House, Royal Welch Avenue,
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Tel : 01745 535007
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Email : sales@techsoft.co.uk
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WORKSHOP SALES AND INSTALLATIONS MANAGER

Job Description

At a glance:

- Find appropriate sales opportunities and tenders for D&T departments in schools, colleges, and universities.
- Prepare quotations for workshop installations for new build and refurbishment projects in schools, colleges and universities.
- Prepare workshop CAD layouts (AutoCAD / Revit / BIM experience desirable).
- Manage installations of D&T equipment, including manual woodworking and metalworking equipment and safety sign offs.
- Source various D&T equipment to meet customers' needs.
- Use technical knowledge to source new products, tools and equipment.
- Strong computer literacy is required. Basic competence with 2D and 3D CAD programs is required.
- A company phone, laptop and van will be provided.

Background

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

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

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

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

More Details

We have an exciting career opportunity for a Workshop Sales and Installations Manager, offering great scope for personal and career development.

The work will be varied and challenging but the main responsibilities will be as follows:

1. Find appropriate sales and tender opportunities for D&T equipment to grow sales in the UK and abroad.
2. Prepare quotations for workshop installations and CAD layouts.
3. Project manage large installations, including liaison with other engineers.
4. Work with customers seeking individual machines to full workshops.
5. Provide detailed quotations and supporting technical information for customer enquiries.



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6. Provide technical expertise to field-based sales and maintenance engineers.
7. Coordinate different sub-contracted trades (e.g., electrical / dust extraction) on site.
8. Quality control and implementing continuous design improvements for products manufactured in-house.
9. Contribute to ongoing product development and design improvements.
10. You will occasionally be required to work overseas as TechSoft supports customers in locations including Europe, the Middle East, China and U.S.A.

The successful candidate will need to live in or re-locate to a suitable location within a reasonable distance to our office in Bodelwyddan, North Wales. However, travel to installations/sales pitches throughout the UK, and overseas, will be required.

Any necessary equipment, mobile phone, laptop, and van will be provided. The van will require off-road parking.

Person Specification / Experience

The successful candidate will possess and demonstrate:

- Experience of working on project installations for D&T departments
- Experience of preparing tender documentation for Design and Technology equipment
- Experience and knowledge of manual woodworking and metalworking equipment used in schools, colleges and universities, as well as general workshop tools and machinery
- Prepare workshop CAD layouts (AutoCAD / Revit / BIM experience desirable)
- A highly practical person with excellent mechanical skills
- Excellent at troubleshooting problem-solving
- Knowledge of LEV systems (BOHS: P601 desirable)
- CSCS (Construction Skills Certification Scheme) card holder desirable
- SSSTS / SMSTS qualification desirable or will need to be gained
- A relevant electrical / mechanical engineering qualification is highly desirable, but consideration will be given to candidates with proven experience
- 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
- The ability to work alone as well as part of a team
- Accurate time-keeping and timely record-keeping
- A flexible and energetic approach to the job and the ability to adapt to new and challenging workloads
- Ability to manage their own time effectively

Familiarity with TechSoft products will be an advantage but is not essential.

Education

A relevant Bachelor's Degree / HND, ideally in Engineering, Design or similar.



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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: £35,000 - £45,000, dependent 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.
5. A clean DBS enhanced check will be required for 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