



Job Title	Electrical Sales Engineer
Date Reviewed	March 2018
Responsible To	Sales Director
Responsible For	None
Location	London

Business Profile

AVK are the UK's leading provider of critical power systems and maintenance that guarantee your power. For 28 years we've been supplying UPS systems and standby diesel generators providing our clients with reliable back-up power solutions for their mission critical services & systems.

We are trusted by many of the UK's largest Data Centre operators, Finance & Banking providers and Telecommunications companies to design, install and maintain 100% power integrity by providing diesel generators, uninterruptible power systems, switchgear, protection relays and turnkey solutions.

AVK specialise in all aspects of the design, planning, implementation and on-going maintenance of critical power systems. We provide solutions for standard or bespoke applications, with UPS systems ranging in size from 1kVA to 800kVA to standby diesel generation ranging in size from 5kW up to 3MVA and covering all project sizes from £1k up to £30m. Our extensive and growing client base reflects our highly regarded reputation for both quality and service.

Role summary

The Electrical Sales Project Engineer is responsible for the overall support of complete sales team (Major projects) this involves interpreting the client's specification at tender stage and supporting both salesman and estimator. There will also be a requirement for the early design of electrical packages on UPS and Generator projects. The Electrical Project Engineer also assists in the development and improvement of engineering sales processes and best practices. This role has responsibility for quality, process and the high standards our customers expect. The role is base at our offices in London with Frequent travel to client sites and supplier premises.

Responsibilities

	Provide up front technical support to the sales department on the specification and design of Generator systems, specifically focussing on electrical packages (i.e. control system philosophy, engine/alternator ratings, NER/NET specification, small lighting and power, generator protection, CT/VT specification, etc.)
	Provide up front technical support to the sales department on the specification and design of UPS systems, specifically focussing on electrical packages (i.e. product selection, system configuration, battery sizing & selection, battery accommodation, DC isolator specification, cable sizing, etc.)
	Assist sales department in the preparation of technical proposals & submissions including; review of client specifications, generation of technical compliance statements, development of proposal drawings and preparation of initial design documentation.
	Complete detailed comments to specification in line with the proposal.
	Develop design documentation (drawings, technical data sheets, control philosophies, cable schedules, cable calculations, etc.)
	Assist estimator on ensuring scope and compliance is correct prior to the proposal being submitted,.



	Attend early design meetings with salesman and assist with the initial design of the project.
	Attend Factory Witness Testing of generators & control systems in France and/or UK, along with client representatives (end user, consultant, etc.)
	Attend Factory Witness Testing of UPS systems in Italy along with client representatives and occasionally conduct Factory Witness Testing/Client Demonstrations at our Maidenhead Warehouse facility.

Skill-set and Experience

A minimum qualification level of HNC Electrical and Electronic Engineering or equivalent.	Essential
A degree level qualification in Electrical and Electronic Engineering or equivalent.	Desired
Qualified electrician to latest edition of BS7671 wiring regulations.	Desired
A minimum of 5-10 years' experience working in a technical position within either the UPS or Generator industry.	Essential
A minimum of 5-10 years' experience working as a design engineer on electrical packages in an engineering consultancy.	Desired
Good knowledge of UPS topologies, functionality, configurations and operating modes.	Desired
Good knowledge of diesel generator systems including; configurations, control system philosophies, earthing arrangements, mains paralleling, ATS arrangements, breaker control and electrical system design.	essential
Ability to generate technical design documentation for UPS & Generator systems including; drawings, technical data sheets, control philosophies, cable schedules, cable calculations, etc.)	Essential
A solid and robust understanding of LV & MV switchboards and their safe operation.	Essential
Compelling and concise communication skills, able to professionally and calmly negotiate in high pressurised situations.	Essential
Ability to manage time effectively, working on multiple projects on once, ensuring design documentation is produced in line with project requirements.	Essential
Excellent MS Office and MS Project skills.	desired
Able and willing to travel abroad Europe wide.	Essential
Full UK driving licence	Essential