

## JOB DESCRIPTION

<b>Job Title</b>	RF Engineer for Technical Sales	<b>Department</b>	Sales
<b>Responsible to</b>	Head of Sales & Business Development	<b>Responsible for</b>	Not Applicable

### Main purpose of job

An RF Engineer for Technical Sales responsible for providing pre and technical sales support to the sales team by providing technical qualification of new enquiries and solution creation in conjunction with the R&D team

---

### Main duties

- Provide pre and post sales customer technical support; qualify customer requirements, identify technical solutions, provide quotations and proposals;
- Work with the R&D team to create customer technical solutions and identify new products based on customer and market inputs;
- Provide business, market and competitive intelligence inputs to the management and development teams in order to identify new business opportunities;
- Promote new products and capabilities through Flann's website, datasheets, catalogue and press releases;
- Support the marketing function with the creation and dissemination of data sheets, catalogues and application notes. Support marketing events where appropriate;
- Provide support to the Sales Manager as and when needed;
- Make a positive contribution to maintaining a workplace that is healthy, safe, neat, tidy and professional;
- Carry out any other duties reasonable within capability as required by the Head of Sales and Business Development.

### Person Specification

- Formally trained in relevant technical discipline (Microwave Engineering, Electronics Engineering, Physics, Communications etc);
- An appreciation of microwave theory & techniques – waveguide;
- Awareness of EM simulation and modelling tools;
- An appreciation of antenna theory and design;
- An appreciation of machining and mechanical assembly techniques;
- Previous experience in a related role or industry is essential;
- Strong organisational skills with excellent attention to detail and a willingness to develop and learn new skills;
- Good IT and communication skills;
- Ability to use initiative, be proactive and work efficiently as part of a team;
- Able to work under pressure and to deadlines;
- Able to be flexible, courteous, friendly and maintain a positive approach at all times;
- Show discretion and professionalism at all times;
- Eligible to work in UK.



**FLANN MICROWAVE**

Dunmere Road  
Bodmin Cornwall  
PL31 2QL  
United Kingdom

Tel +44 (0) 1208 77777  
Fax +44 (0) 1208 76426  
personnel@flann.com  
www.flann.com