

## Technical Sales and Estimating Engineer – Omega Plastics Group

### Who we are and what we do:

The Omega Plastics Group was created in 2015 by bringing together two tooling and plastic injection moulding businesses – Omega Plastics and Signal Plastics.

We provide a full turn-key solution of low to high volume tooling and plastic injection moulding services, operating across four main sectors: Automotive, Medical, Industrial and Technical Products, and Consumer Products.

Our technical expertise and reputation for delivering solutions to challenging problems or in short timeframes allows us to assist customers from product conception through the development cycle and into serial production.

We are a growing business with a workforce of over 160 colleagues and we continue to invest in our people, infrastructure and facilities. Omega Plastics has a 45,000 sq. ft facility on Team Valley Trading Estate in Gateshead, which is also our Group head office, and Signal Plastics operates from a 43,500 sq. ft facility on Bentall Business Park in Washington.

All colleagues contribute to the success of the business. To recognise this, we offer a competitive salary and benefits package and invest in the training and development our colleagues. We believe this ensures they are engaged and motivated to drive the Group forward.

You can find out more about us at [www.omegaplasticsgroup.co.uk](http://www.omegaplasticsgroup.co.uk)

### The vacancy

We are recruiting a **Technical Sales and Estimating Engineer** to join our team. Reporting to our Director of Technical Sales, you'll use your technical knowledge along with sales and commercial skills to estimate and quote for our plastic injection moulding, assembly, and tooling manufacture services. You will work closely with commercial, engineering and moulding production colleagues as well developing strong relationships with our customers and suppliers.

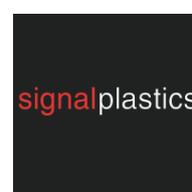
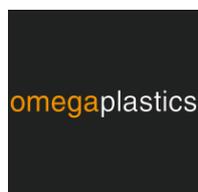
It is a fantastic opportunity for someone with the right skills, experience and enthusiasm to develop their career with a dynamic and growing manufacturing and engineering business and contribute to our future growth and development.

It is a permanent, full-time role based mainly at our head office on Team Valley but may also visit Signal Plastics in Washington, attend trade and networking events and visit customers and suppliers.

The role comes with a salary of **between £30,000 and £35,000** (depending on qualifications, skills and experience), 25 days annual leave (plus statutory holidays) and other benefits.

All candidates must have the immediate right to work in the UK - sponsorship is not available at this time.

**To apply for this role, please send a covering letter setting out why you are suitable for this role together with a CV setting out qualifications and experience to [careers@omega-plastics.co.uk](mailto:careers@omega-plastics.co.uk) by 5pm on Friday, 21 January 2022.**



## Role Description

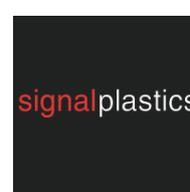
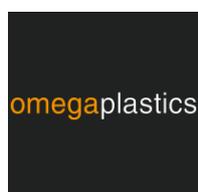
### Main duties and responsibilities

- Produce structured technical quotations for injection moulding, assembly, and tooling in line with business standards and commercial requirements, covering all elements that contribute to the product price, address the customer needs and differentiate our offer to customers from our competitors
- Estimate and co-ordinate tooling prices with internal and external sources:
  - For in-house tooling manufacture, supply accurate data to the Engineering team to ensure best quote options, and incorporate pricing and key detail into quotations and proposals
  - For outsourced tooling, submit customer data to key suppliers for quotation, and clearly outline requirements. Compile and analyse data on return, co-ordinating with our Engineering team to select the best fit option
- Quote moulding and assembly solutions to meet customer needs, considering EBQ/MOQs, materials, resource, WIP and stock, packaging, logistics and metrology requirements, and giving clarity to customers of how we work
- Co-ordinate with specialist colleagues across our business and external supply chain to accurately establish all cost elements that make up the product price
- Work with key UK and offshore suppliers to ensure we have pricing and supply options for key purchases
- Work with customers to co-ordinate technical queries and give engineering input and advice on product manufacture. Attend key technical meetings/calls to support the process pre purchase order.
- Work with customer systems to access and download data and to update with milestone activities based on different customer system/portal requirements, where applicable
- Contribute to development our processes and documentation for how we quote and integrate quotations with our CRM and/or other business systems
- Report to the Director of Technical Sales and other colleagues against KPIs set, including quote numbers, value, win rate
- Contribute to internal “lessons learned” review meetings to support continuous improvement

### The ideal candidate

We are looking for someone with the right qualifications, experience, skills and attitude to join us. These include:

- Degree/HND or equivalent qualification in Engineering or another relevant subject
- Proven technical capability
- Previous experience in a commercial or sales environment demonstrating commercial/customer awareness and sensitivity
- Experience of interpreting CAD data and drawings
- Working experience of plastic injection moulding tooling and manufacture desirable
- Excellent communication and presentation skills to establish customer needs, translate these to technical requirements and obtain relevant information from colleagues and external suppliers



- Ability to build strong working relationships across all levels of our business and with suppliers and customers
- Good analytical skills to solve problems practically
- Proficient with Microsoft Office (Excel, Word, PowerPoint, etc.)
- Knowledge of CRM systems (desirable)
- High level of self-motivation and interest in the plastic injection moulding sector
- Passionate, proactive, resilient, and flexible with an ability to work under pressure and within time constraints
- Good personal time management and organisation skills
- Full, clean driving licence

