The Vulcanic group has been designing and manufacturing electrical heating and cooling solutions since 1973.

Employing 750 people across 11 manufacturing locations, Vulcanic currently services 30 000 customers in 100 different countries across the globe and is an ISO 9001 v 2008 accredited company.

Vulcanic offers a wide range of solutions for electrical industrial heating and cooling (of liquids, gaz and solids) including temperature measurement, control and power supply.

Those solutions consists on a combination of:

- heating elements, screw immersion heaters, flow heaters, process heaters, heating cables, heating panels, heating hoses, heating cartridges, band heaters, electrical industrial radiators, fan heaters, finned strip heaters, air duct heaters …

- thermostats, temperature sensors, temperature probes, pt100 sensors, thermocouples, indicators, measuring transducers, temperature controllers, power units, control panels …

- temperature control unit for water or oil medium, hot, hot/cold and hot/cool, air conditioners for electrical cabinets , heat exchangers air/water, chillers …

They do suit safe but also hazardous areas . They can then include ATEX immersion heaters, ATEX flow heaters, ATEX temperature sensors, ATEX thermostats, ATEX panels …

**Missions :**

The main mission is to prospect and develop the sales of Heating & Cooling Solutions (catalog, standard & customized products) on the UK market (Process Industry, Facility management, Oil & Gas, Environmental control, Chemicals, Railways, Automotive, Aeronautics, Food & beverage ...)

The targets (clients and actions plan) are fixed by the Sales Manager,

It involves :

* The ability to have a clear understanding of the technical inquiries and values of our products and solutions,
* The ability to approach, introduce the range of dedicated solutions and negotiate with our clients,
* To work closely with our commercial agents to develop sales opportunities and extend the company’s brand where required for international business,
* To update the company’s CRM database in respect of quotations, customer contact and visits,
* To follow-up closely the sales pipe line (on going quotations) till the order confirmation

A full training plan on the technical aspects of the company’s products and solutions will be provided by the head office.

This position required recurrent travels in UK, about one week per month.

This role is an excellent opportunity for a young graduate with a strong technical background who wishes to enter the sales world in a growing and international company.

**Profile**

* Engineer degree in Thermal Energy/ Power generation/ Air conditioning/Electrical Facilities.
* Good interpersonal skills
* Ability to learn and develop within a fast-moving environment
* Willing to travel on a regular basis to UK
* English bilingual required (either English native or a real living and working experience in UK)
* Client and results oriente
* UK driving license required

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