



Tracey Concrete Ltd are recruiting for a **Technical Sales Representative**:

Location: Belcoo, Co. Fermanagh

Department: Sales

Reports To: UK Sales Manager

Job Type: Full-Time/Permanent

Role Overview

We are seeking a driven and technically capable Technical Sales Representative to join our team. This role is ideal for someone with a background in construction or civil engineering who can confidently interpret technical drawings, engage with clients on a technical level, and promote both standard and bespoke precast solutions.

The successful candidate will act as a key link between our engineering, production, and despatch teams—ensuring clients receive practical, cost-effective, and technically sound solutions.

Key Responsibilities

- Develop and maintain strong relationships with customers, technical, despatch and production teams
- Identify new business opportunities and actively promote our products
- Interpret and understand construction drawings, specifications, and project requirements
- Provide technical advice and product recommendations tailored to customer needs
- Prepare and deliver accurate quotations, proposals, and presentations
- Collaborate with internal design and production teams to ensure feasibility and efficiency
- Support the development and introduction of new products by gathering customer feedback and market insights
- Attend site visits, client meetings, and industry events as required
- Track sales activity and manage a pipeline of opportunities to meet or exceed targets

Key Requirements

- Background in construction, civil engineering, or a related technical field
- Proven experience in technical sales or a strong desire to transition into a sales role
- Ability to read and interpret technical drawings and specifications confidently
- Strong communication and interpersonal skills, with the ability to explain technical concepts clearly
- Commercial awareness and a customer-focused approach
- Self-motivated, organised
- Full, clean driving licence

Desirable Skills & Experience

- Experience working with precast concrete or structural products
- Knowledge of relevant construction standards and regulations
- Familiarity with CAD drawings or design software

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This job description is not prescriptive and is an outline of the main duties and responsibilities only. The post holder may be expected to undertake other duties as appropriate to the post, as may be assigned by their supervisor.