



Fuel Storage Solutions

Marin House, 19 West Lane
Thornton, Bradford, BD13 3JB

JOB DESCRIPTION			
Role:	Technical Sales Manager	Role Created:	August 2025
Department:	Sales	Last Updated:	August 2025

REPORTING STRUCTURE			
Reports to:	Head of Sales	Direct Reports:	N/A

MAIN PURPOSE OF THE JOB
The Technical Sales Executive would be responsible for supporting the growth of Fuel Storage Solutions by preparing accurate, detailed, and commercially competitive quotations. Working closely with clients, the role involves understanding technical requirements, creating professional quotations, and providing technical support throughout the sales process. By combining technical knowledge with commercial awareness, the Technical Sales Executive will help convert opportunities into successful sales.

MAIN RESPONSIBILITIES
<ul style="list-style-type: none">• Prepare accurate, detailed, and high-quality quotations tailored to client specifications.• Carry out necessary engineering calculations, review product specifications, and prepare bills of materials to support proposals.• Make recommendations to ensure clients fuel storage systems remain compliant.• Review and compare supplier and subcontractor quotations, recommending preferred options based on cost, quality, and lead time.• Produce clear, professional, and client-ready documentation and drawings to accompany quotations.• Engage with clients to understand requirements, answer technical queries, and build credibility.• Maintain and manage the opportunity pipeline within the CRM system, ensuring accurate records of quotations and client interactions.• Support the preparation of tenders, bids, and proposals, ensuring both technical accuracy and commercial competitiveness.• Interpret technical information and create supporting designs using 2D and 3D CAD.• Contribute to the continuous improvement of quoting processes, templates, and standards.• Collaborate with internal teams to ensure quotations align with business capabilities and client expectations.• Uphold company values for quality, safety, and compliance in all activities.

KNOWLEDGE, SKILLS & EXPERIENCE



Tel: 01274 813 003 | Fax: 01274 882 915

Web: www.fuelstoragesolutions.co.uk | Email: sales@fuelstoragesolutions.co.uk

Registered in England & Wales: 04407127 | VAT Registered Number: 796 6526 68



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- Proven ability to produce high quality technical quotations and documentation.
- Strong technical understanding in engineering, preferably with knowledge of fuel storage systems or related industries.
- Commercial awareness with the ability to balance technical requirements with competitive pricing.
- Strong communication skills with the ability to explain technical solutions clearly to clients.
- Experience using CRM systems to manage sales pipelines and opportunities.
- Highly organized with the ability to manage multiple quotations and deadlines at once.
- Proficient in MS Office applications.
- Analytical and detail-oriented, with the ability to simplify complex technical requirements.
- A collaborative team player who can also work independently to deliver results.

As the business never stands still, your role will be required to evolve in line with changing business needs and so will be reviewed on a periodic basis. The above list of responsibilities is not exclusive or exhaustive and you will be required to undertake such tasks as may reasonably be expected within the scope of the role.

SIGN OFF ACTION	NAME	SIGNED	DATE
Job Description Approved			
Role Holder			
Direct Line Manager			



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