

Trainee / Intermediate MHI Sales Engineer – North West

Are you keen to work in an exciting, vibrant environment specialising in green energy solutions?

Join us and develop a lasting career, providing you with inspiration and motivation as we take our business to the next level.

We are recruiting for an ambitious Trainee / Intermediate Sales Engineer to join our sales team, covering the North West sales area.

Your main role will be to promote Mitsubishi Heavy Industries (MHI) air conditioning products to DX contractors.

Previous experience is not essential, although some sales experience would be an advantage. You will take part in the MHI Trainee Program (12–18 months), with a tailored training schedule covering product knowledge and sales skills development.

We will provide you with a clear career path toward becoming a fully qualified Sales Engineer specialising in air conditioning. This role includes regular salary increments as you expand your knowledge and progress.

Key responsibilities

- Complete the Trainee Program
- Promote, develop and grow sales within your area
- Assist with site visits, specifications of VRF, ventilation, controls and commercial heat pump systems
- Keep up to date with legislation, products and industry trends
- Build and maintain strong professional relationships with prospective clients

About you

- The ideal candidate will be:
- Self-motivated, energetic and driven
- Confident and studious
- Passionate about developing a career in sales and engineering

Skills required:

- Strong problem-solving ability
- Effective communication
- Good presentation skills

A full driving licence is required, as you will need to travel. A company vehicle will be provided.

About us

Beijer Ref UK & Ireland is a leading group of refrigeration and air conditioning wholesalers, with 47 branch outlets and two distribution centres. We operate four wholesalers (Dean & Wood Ltd, HRP Ltd, RW Refrigeration Wholesale Ltd and DWG Refrigeration Wholesale Ltd). Also within the group is our MHI (Mitsubishi Heavy Industries) air conditioning business, Beijer Ref Refrigerants and Beijer Ref Academy.

We are part of Beijer Ref AB, the world's largest refrigeration wholesaler, with 4,200 employees in 39 countries and over 450 branches.

Our core values (CUES) are Committed, United, Engaged and Straightforward, and we focus on:

- Climate impact – promoting environmentally friendly refrigeration technology
 - Sustainability – building a stable, long-term business model
 - Diversity – fostering inclusion at all levels
 - Work environment – providing good working conditions for employees
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This is an excellent opportunity to build a successful career with a market-leading business.

Please apply with your CV and explain how your skills and experience make you a great fit for this role.

We are an equal opportunity employer and welcome applications from all qualified candidates.

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