

## Position: Technical Sales Engineer for PES

**Reports to (position):** PES, BU Manager

**Job Location:** Charleville, Cork

Established in 1978, Flow Technology is a leading designer and manufacturer of bespoke process skids and engineered process systems for the pharmaceutical, biotechnology, food, beverage and dairy sectors in Ireland, Europe and the USA.

The company is a market leader and is proud of its reputation for quality and delivery, earned and maintained over decades, and enjoys an excellent level of staff loyalty and retention.

It is a preferred supplier to 8/10 world's top biotech companies, the number 2 beverage company, 3/4 largest drinks companies and most of the top dairy COOPs.

**8/10**

World's Largest  
Bio Pharma  
Companies

**No.2**

Largest  
Soft Drinks  
Company

**3/4**

World's Top  
Alcohol  
Producers

**No.1**

Largest Whiskey  
Distillery

## Purpose of the position of Technical Sales Engineer

Flow Technology is seeking an experienced Technical Sales Engineer to join its Process Equipment Sales & Servicing division as part of the company's continuing growth strategy. The successful candidate will play a key role in developing relationships with existing customers while identifying and securing new business opportunities across the pharmaceutical, beverage, dairy and broader process industries. The role combines account management, business development, and technical sales, with a strong focus on energy-saving and decarbonisation solutions that help customers improve efficiency and reduce operating costs. Working with pharmaceutical, dairy, food, and beverage manufacturers, the successful candidate will identify opportunities, provide technical guidance, and deliver customer-focused solutions while collaborating with internal and external stakeholders.

## Responsibilities of Technical Sales Engineer

- Manage and grow customer relationships across pharma, dairy, food, and beverage sectors.
- Identify and secure new business opportunities throughout Ireland.
- Promote market leading process equipment (pumps, heat exchangers, cleaning, heat & steam, fill finish), servicing solutions, spare parts & consumables, and decarbonisation technologies for our equipment range and engineered skid systems.
- Conduct site visits to identify process improvements and cost-saving opportunities.
- Prepare technical proposals, quotations, and customer solutions.
- Provide technical support and manage sales opportunities through the CRM system.
- Achieve sales and margin targets while monitoring industry and competitor activity.
- Work closely with suppliers and internal teams to ensure successful project delivery.
- Ideally based in Leinster/Dublin, with regular attendance at the Charleville head office as required.

## Experience Requirements & Qualifications

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- Minimum 5+ years' technical sales experience.
- Experience in the Pharma or Beverage markets is an advantage.
- A technical background would be an advantage, particularly in Heat pumps, HVAC, refrigeration or similar industries.
- Speciality in fill finish would be an advantage.
- Full driving licence
- Strong leadership, decision-making, and team management skills.
- Highly organised with the ability to manage multiple priorities and deadlines.
- Proven ability to identify business opportunities and achieve financial objectives.
- Flexible team player with excellent communication and interpersonal skills.
- Proficient in Microsoft Office applications.
- Self-motivated with strong initiative and vision.
- Strong technical writing, project management, and teamwork skills.
- Analytical thinker with attention to detail and a commitment to quality.
- Willingness to develop technical expertise and exceed client expectations

## The Package

This is an exciting opportunity to join a successful profitable company.

- Attractive salary with scope for progression.
- Annual Performance-related bonus
- Company Vehicle
- Company pension Scheme.
- Life and PHI insurance
- Blended working (Flexible hours)
- Support for training and self-development (education, chartership)

We look forward to receiving your application via our website or by contacting our HR Manager at [hr@flowtechnology.ie](mailto:hr@flowtechnology.ie).