

## Job Specification: Pre-Sale Engineer, Brandywine Communications UK

**Location:** Essex, UK (Hybrid/Remote – 1 Day Per Week in Office)  
**Salary:** Very Competitive Base Salary + Highly Generous Commission Scheme  
**Sectors:** Defence, Telecommunications, Aerospace, Transport, Utilities & Enterprise.  
**Reporting to:** Head of Business Development, BWC US.

### 1.0 The Brief

**Brandywine Communications UK** is a dynamic, close-knit US, UK company renowned for delivering critical timing and frequency solutions to high-stakes sectors, including Defence, Telecom, Aerospace, Transport, and Utility. We are seeking a driven, commercially minded individual with a keen interest in technology to join us as a Pre-Sales Engineer.

If you know how to sell and are motivated by the challenge of navigating complex, detailed sales cycles, possess the determination to develop long-term client relationships and excel at matching client specifications to the technology solution portfolios, we want to hear from you.

### 2.0 Key Responsibilities

As our Pre-Sales Engineer, you are a key, revenue-enabling member of the organisation. You will leverage your technical insight and commercial drive to strategically guide prospective clients towards Brandywine's solutions. Your primary focus will be on delivering comprehensive sales success within the highly important UK market, with professional scope to provide dedicated sales support and assistance to our wider EMEA channel partners

### 2.1 Key Tasks

1. **Solution Specification:** Interpret customer needs and accurately translate them into robust, commercially viable solutions using Brandywine's Time and Frequency products and services.
2. **Quoting & Proposals:** Create and manage accurate, detailed quotations and proposals, ensuring all technical and commercial requirements are correctly documented.
3. **Customer Facing:** Act as the primary technical point of contact for clients, leading presentations and technical discussions.
4. **Proactive Selling:** Create and run targeted sales campaigns to proactively generate new leads and opportunities within our key markets.
5. **Technical Vetting:** Ensure the technical accuracy of all sales orders before they are processed.
6. **Closing Deals:** Demonstrate the commercial drive and final negotiation skills necessary to close sales and convert technical proposals into confirmed orders, ensuring high conversion rates in the final stages of the cycle.

## 2.2 What We Are Looking For?

### 2.2.1 The Mindset and Skills - (Essential)

- a) **Strategic Commitment:** A strong desire and demonstrable commitment to actively contribute to the Brandywine Communications UK growth strategy, seeing the role as foundational to the company's expansion within the region.
- b) **Agility & Drive:** Exceptional flexibility and a willingness to go the extra mile when needed. As an ambitious Small to Medium Enterprise, we rely on proactive, determined individuals who thrive in a challenging, high-reward environment.
- c) **Commercial Acumen:** A proven aptitude for sales, with the drive to identify opportunities and a clear understanding of the sales process.
- d) **Customer Focus:** Excellent customer facing skills and communication ability, capable of articulating solutions to clients.
- e) **Education:** Educated to A-Level, T-Level, or equivalent level, demonstrating a strong technical aptitude (e.g. in Technology, Maths, or IT).
- f) **Experience:** Minimum 2+ years in a commercial, customer-facing role (e.g. technical sales, pre-sales, or solution selling).

### 2.2.2 Additional Skills - (Desirable)

- a) **Sector Knowledge:** Prior exposure or understanding of technology sales processes within Defence, Telecom, Aerospace, Transport or Utility sectors.
- b) **Technical Edge:** Direct experience with timing and frequency technologies (PTP, NTP, Frequency and time stamping.) or related networking hardware would be a significant advantage but is not mandatory, we will train the right candidate.

## 3.0 The Benefits

- 1. **Excellent Compensation:** Base salary of up to £40,000 plus a truly generous commission scheme designed to reward high performance.
- 2. **Flexible Working:** Enjoy a hybrid/remote working model. You will be hybrid based with a mix of home and office, with a requirement to be in our Essex office once per week, (on a day that suits you or as required).
- 3. **Close-Knit Team:** Join a friendly, fast-moving UK team where your contributions are valued and visible.
- 4. **Career Progression:** Working with time and frequency technology provides a fundamental technical skillset that is critical to nearly all technical and business sectors, opening a wide portfolio of future experience and career pathways.

### 4.0 Additional Information

The key responsibilities are an outline of the general nature and level of work performed by individuals assigned to this position. It is not intended to be an exhaustive list of all duties, responsibilities and qualifications. The Company may amend or modify duties based on business needs in accordance with applicable UK Employment law.

Reasonable adjustments may be made for individuals with disabilities. We're committed to recruiting in the most inclusive way possible and welcome talent from all kinds of backgrounds. Please be aware that some roles with the company are subject to both security and export control requirements. As a result, factors such as your nationality, any nationalities that you may have previously held, and your place of birth may affect the roles for which you are eligible. All applicants are required to obtain a clear DBS check and must meet the Baseline Personnel Security Standard (BPSS), as a minimum.

Certain roles may also require higher levels of National Security Vetting. For these positions, applicants are generally expected to have 5-10 years continuous UK residency – depending on the level of clearance needed – to enable through security checks. Further information is available on the gov.uk website.

### 5.0 Equal Opportunities

We are an Equal Opportunities Employer. We are committed to ensuring fair and equal treatment for all applicants and employees. We welcome applications from all individuals regardless of age, disability, gender reassignment, marriage or civil partnership status, pregnancy or maternity, race, religion or belief, sex, or sexual orientation, in accordance with the Equality Act 2010 and all other applicable UK legislation.

We aim to create an inclusive, respectful workplace that reflects the diverse communities we serve. We are also committed to providing reasonable adjustments for candidates with disabilities throughout the recruitment and selection process. If you require any adjustments, please contact our HR team so we can support you.

### 6.0 Wider Company benefits include:

- Company pension scheme, employer contribution capped at 5%.
- Clean and modern facility and working environment
- 23 Days holiday rising 1 day per full year of service completed to a maximum of 28 days
- 8 days Public/Bank Holiday per year
- Friendly company
- On site parking with excellent access to A12 and mainline railway
- Cycle to work scheme
- Opportunity for personal development and training, by arrangement