

AP Racing is the world's most successful Brake and Clutch supplier to the Motorsport market, providing systems to every F1 championship winner for the past 50 years. AP Racing is also a leading supplier of Brake and Clutch systems to the high-performance automotive OEM and aftermarket.



## Account Engineer – Specialty OE

### Department:- Commercial – Account Management

This role is an exciting opportunity to join our growing Specialty OE team as an Account Engineer. It is a technical and commercial customer position, where you will work with some of the world's most prestigious automotive customers. This is a growth sector for AP Racing and we need talented individuals to help deliver our special products to manufacturers of very special cars.

You will be expected to establish and maintain strong working relationships with new and existing customers, built on trust and reliability. Involved in the project from start to finish, you'll manage the customers expectations with regards to the delivery of the product, keeping them up to date throughout the process whilst ensuring internal teams are informed on the customers' requirements and expectations

### Key Responsibilities:-

- Account ownership for new and existing customer in the Specialty OE sector.
- Monitor account sales and margin performance and take remedial action where necessary
- Responding to customer RFQs and developing proposals to ensure AP Racing are best placed to win new business with new and existing customers
- Visiting customers and supporting testing activities as business needs
- Close liaison with all other department in relationship to the needs of your customers.
- Working as a key part of the leadership team for specific projects ensuring on scope to cost delivery.

### Competencies and Experience:-

- Experience within a commercial department and preferably within the motorsport, automotive or mechanical engineering industries
- Knowledge and experience in a similar technical sales engineering environment.
- Excellent communicator with a customer orientated and commercial mind-set.
- Degree educated in an Engineering related subject is preferred as you'll already have the core understanding of the industry practices and procedures, but we're also open to being qualified by experience
- Proven experience in customer management with excellent communication skills
- Ability to work in a high pressure environment, with varying demands and tight deadlines
- People person, being able to build strong working relationships both internally and externally is critical
- Experience of project planning and managing projects in an engineering context
- Familiarity with commercial proposals, contracts and negotiation
- Good IT skills, with knowledge of business operating systems (ERP/MRP)
- Experience in a similar role within a busy commercial environment
- Awareness of confidentiality

The ideal candidate will have at least 2 years' experience within an OE automotive or motorsport supplier focusing on engineering, projects or commercial.

**To be considered for an exciting role, please contact [HR@apracings.co.uk](mailto:HR@apracings.co.uk) with CV and Salary details.**

**Strictly no agencies please**

