

## ABOUT WMH

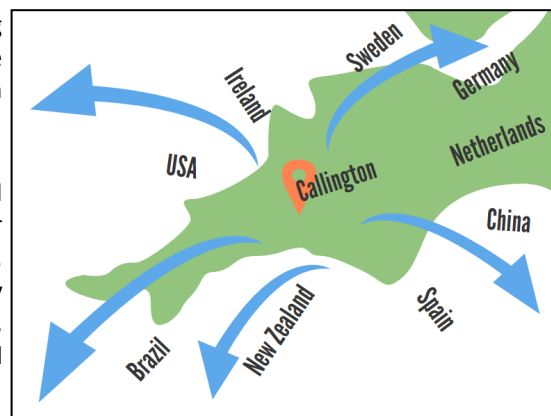
**Western Mechanical Handling UK Ltd is a family owned business based in Callington that designs, builds and installs production line machines for the food and pharmaceutical industries.**

Supplying most major "blue chip" companies in the food, drink and pharmaceutical industries, as well as many smaller businesses, WMH has a long track

record of successfully installing innovative solutions to improve productivity and production efficiencies.

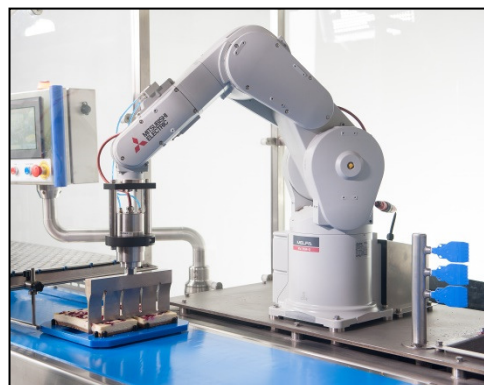
Specialist areas include; loading and unloading spiral chillers and linear ovens, accurate depositing systems, grilling and browning of product, tray handling, ready meal production, packaging and robotic handling and palletising.

Working with other major equipment suppliers WMH are able to integrate large in-line manufacturing processes to ensure that maximum benefits are achieved.



WMH works mainly with UK based customers but over the past few years have increasingly exported out products to countries all over the world.

Please visit our website [www.wmh-uk-ltd.com](http://www.wmh-uk-ltd.com) and YouTube channel for more information



## WORKING AT WMH

As a relatively small company of 40 people, employees at WMH, like all small businesses need to reasonably flexible to be able to help out in different areas as an when needed. As well as making life more interesting this can lead to changes in career path and expand your skills base to help with future employment prospects.

Below and over the page are a selection of the main roles at WMH to give you an overview of the type of activity that goes on within a small engineering company.

## WELDER/FABRICATOR

A welder fabricator makes the component parts that go into making our machines. This can be welding together steel sections to create frames or cutting, folding and



drilling sheet steel to form parts. It quite often though involves a combination of all of the above.

A welder will work from manufacturing drawings created by the design team.

It is important that parts are made accurately so that they will fit together with parts made by other people to make up the complete machine.

## Route to Qualifications

Apprenticeship

## Desired Qualifications

- NVQ level 3 fabrication and welding
- City and Guilds Fabrication and welding

## ASSEMBLY/INSTALLATION

A fitter works from assembly drawings to build up machines using parts manufactured by welder/fabricators, machined components and bought in items like motors, bearings and belts.

Part of the fitters role is to make the machine ready for testing before delivery to site.

Fitters will also be expected to travel to customers sites to represent the company by installing the machinery and getting it working in a factory environment.

## Route to Qualifications

Apprenticeship

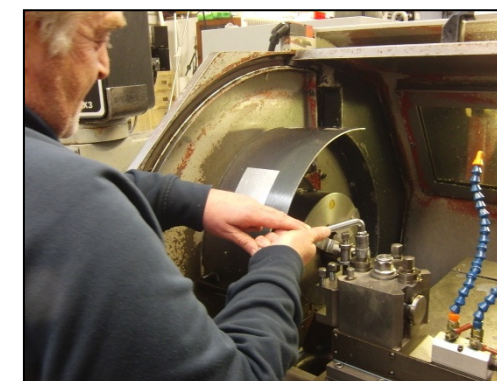
## Desired Qualifications

- NVQ level 3 engineering maintenance (mechanical)
- City and guilds Level 3 engineering (mechanical)

## MACHINIST

A machinist makes component parts from metal or plastic using lathes and mills.

A machinist will work from manufacturing drawings created by the design team.



It is important that parts are made accurately so that they will fit together with parts made by other people to make up the complete machine.

## Route to Qualifications

Apprenticeship

## Desired Qualifications

- NVQ level 3 engineering maintenance (mechanical)
- City and guilds Level 3 engineering (mechanical)

## ELECTRICAL ENGINEER

An electrical engineer will build control panels and add all the wiring needed to machines and connect up the motors, sensors and safety circuits.



Electrical engineers will work with the fitters to ensure the machine is ready for testing before delivery to site.

Electrical engineers will also be expected to travel to customers sites to represent the company by connecting up the machinery in the factory and making sure it runs as it should.

## Route to Qualifications

Apprenticeship

## Desired Qualifications

- NVQ level 3 engineering maintenance (electrical)
- City and guilds Level 3 engineering maintenance (electrical)

## CONTROLS ENGINEER

A controls engineer will develop the programmes that control the operation of individual machine elements within a complete system. This can involve multiple types of hardware including;

- Logic controllers
- Servo Drives
- Robots
- Touch Screen HMIs





Controls engineers work with both the fitters and electrical engineers to make machines ready for testing before delivery to site. They also spend time on site making final adjustments to their programmes to make the machines work in a production environment.

## Route to Qualifications

- Apprenticeship or
- Higher Education (HNC/Degree)

## Desired Qualifications

- NVQ level 3 engineering maintenance (mechanical & Electrical)
- City and guilds Level 3 engineering maintenance (Mechanical & Electrical)
- HNC or Degree in controls engineering maintenance (electrical)

## SERVICE ENGINEER

A service engineer is a multi-skilled engineer having qualifications and experience in mechanical, electrical and controls engineering.

Service engineers typically spend time on customers sites installing, and servicing machines and providing breakdown support. The role can also involve assembly and fabrication when needed.



The ability to work alone and to your own initiative are vital skills to this role, as are good personal skills to deal with customers in often stressful situations.

## Route to Qualifications

Apprenticeship

## Desired Qualifications

- NVQ level 3 engineering maintenance (mechanical & Electrical)
- City and guilds Level 3 engineering maintenance (Mechanical & Electrical)

## PROJECT MANAGER

A project manager oversees large projects from the design phase through to manufacturing and installation.



A project manager has to have good organisational and interpersonal skills in order to oversee multiple projects.

Project managers will also attend on site during the installation phase so good communication skills will be needed to liaise with the customer.

## Route to Qualifications

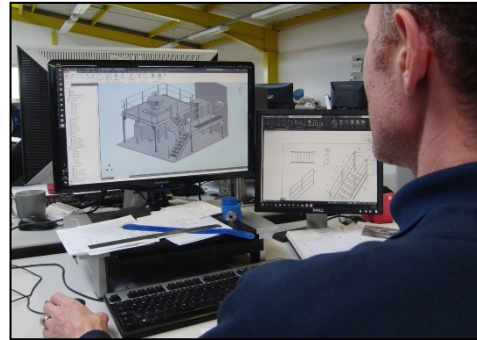
Apprenticeship or Higher Education

## Desired Qualifications

- HND
- Degree
- Experience

## DESIGN ENGINEER

A design engineer takes initial schematic drawings and ideas and turns them into working machines. They will produce manufacturing and assembly drawings using



2D and 3D CAD systems and will specify parts that need to be bought in.

Design engineers will work with the sales department to create sales drawings. They will also liaise with the manufacturing team to make changes if problems occur during the manufacturing stage.

## Route to Qualifications

Apprenticeship or Higher Education

## Desired Qualifications

- NVQ level 3 engineering
- City and guilds Level 3 engineering
- HND or Degree

## SOLUTIONS ENGINEER/ESTIMATOR

A solutions engineer /estimator will work with the sales engineer to put together proposals for customers. They will also compile and write quotations for individual machines and complete systems.

A good understanding of general engineering practice and the capabilities of the company are useful as is the ability to work with other people.

## Route to Qualifications

Apprenticeship or Higher Education

## Desired Qualifications

- HND or Degree
- Experience

## SALES ENGINEER

A sales engineer builds relationships with customers and sells the capabilities of the company to potential customers.

A sales engineer should be able to talk with confidence about the capabilities of the company and help to solve the customers specific problems.

Sales engineers travel extensively throughout the UK and overseas.

## Route to Qualifications

Apprenticeship or Higher Education

## Desired Qualifications

- NVQ level 3 engineering
- City and guilds Level 3 engineering
- HND or Degree

## MARKETING

A marketing coordinator works with the sales team to produce literature to help them to sell the company capabilities. They also look after the company website, manages the social media presence and writes articles and adverts for publication in newsletters and trade journals.

The marketing role is also responsible for organising events and exhibition stands.

Good interpersonal skills are needed for dealing with colleagues in different areas of the business and negotiating with publications and potential customers



## Route to Qualifications

Apprenticeship or Higher Education

## Desired Qualifications

- NVQ level 3
- City and guilds Level 3
- HND or Degree

## STORES PERSON

A stores person looks after all the parts and materials bought in for projects or for stock. It is the store person's responsibility to check goods in against what has been ordered, chase suppliers if parts are late arriving and check stock levels and raise a request for more parts as stock levels diminish.



A stores person will have to deal with most people within the company so good interpersonal skills are a great asset.

## Route to Qualifications

Apprenticeship or Further Education

## Desired Qualifications

- NVQ level 2 or 3
- Fork lift licence

## BUYER

The buyer raises all external orders for parts and materials and will negotiate with suppliers to get the best price for parts.

Good interpersonal skills are needed for dealing with colleagues in different areas of the business

Good levels of computer literacy are needed including specialist accounting packages

## Route to Qualifications

Apprenticeship or Further Education

## Desired Qualifications

- NVQ level 2 or 3

## ACCOUNTS/BOOKKEEPING

Accounts/bookkeeper processes invoices for



everything that is bought and sold by the company. They are also responsible for processing employee timesheets and ensuring everyone is paid correctly.

Good levels of computer literacy are needed including specialist accounting packages

## Route to Qualifications

Apprenticeship or Further Education

## Desired Qualifications

- NVQ level 2 or 3
- AAT
- ACCA

## TRANSFERABLE SKILLS

While different roles demand differing qualifications there are many transferable general skills that are attractive to any employer these include:

- Good timekeeping
- Honesty, integrity and loyalty
- Pride in your work
- Basic computer literacy including knowledge of; MS Office (Word, excel, outlook)
- Clean driving licence
- Willingness to learn
- Willingness to ask questions