

TECHNICAL SALES ENGINEER

We are on the lookout for a self-managed, disciplined and solutions focused individual to form part of our team in our Benoni Branch. The role focuses on key account management for the Inland region. Become a part of a broader unstoppable commercial team supporting different sectors of the business nationally and into Africa.

As a Technical Sales Engineer, you will live our internal mantra of collaboration, respect, openness, clear communication and it goes without saying . . . *fulfilling our business goals*.

A guideline of you daily tasks will include:

Technical Expertise & Consultation:

- Planning and preparation to host presentations at engineering consultants as well as Key contractors to build relationships and create brand awareness.
- Conduct site visits and assessments to understand engineer/contractor's requirements.
- Develop and propose tailored technical solutions based on civil engineering principles.
- Research and report writing together with management for technical paper submissions for conferences.
- Develop training material and conduct training for both internal and external business interests.

Sales:

- Proactively identify and qualify new sales opportunities.
- Build and maintain strong relationships with engineers and contractors.
- Daily visits to key customers, projects, engineers and the office.
- Motivate for resource allocations for any new opportunities.
- Monitoring of competitor activity proactively, providing monthly feedback.
- Presenting professional technical solutions and commercial proposals in writing to all customers.
- Ensure all customer requirements and complaints are communicated appropriately and dealt with timeously.
- Communicating regularly with Manager regarding status of sales and current projects.

Qualifications and Experience

- Tertiary qualification in Civil Engineering / Environmental
- 2 – 5 Years proven work experience in technical sales, preferably within the construction industry.
- Excellent communication, presentation, and interpersonal skills.
- Ability to understand and articulate complex technical concepts.
- Strong knowledge of geosynthetics and its applications would be advantageous.
- Strong business acumen and sales drive.
- Own vehicle and valid driver's license.

Our ideal candidate

You are a self-starter/manager and able to navigate your way around the commercial aspects of the business. You are willing to learn by asking the right questions technically and find your way around gaining the necessary knowledge that will enable you to meet customer needs. You adhere to company and manufacturing processes and protocol and fully understand the relationship between supply and demand.

You collaborate well with other Sales personnel in the commercial, Warehouse, and Operations by using fair, respectful and collaborative relationship building skills. You must be a smart worker who is able to follow through whilst also maintaining standard operating procedures. You possess a thorough understanding of the market and give valuable insights that contribute to commercial strategy. The ability to acknowledge shortcomings (both internally and externally) and emotional maturity will hold great value, along with the bravery to contribute to positive change within the business. You further possess good leadership skills and have a natural ability to influence people positively.

More about us

We are a business that continuously strives to improve. Change, growth and development is our only constant. We do this by remaining open to each other through curiosity, support, understanding and encouragement. As a team, we envision to be each other's greatest cheerleaders. We prefer to unlock and enable individual strengths with an aim to have our people activated to be the best version of themselves. Thereon we watch the possibilities unfold as we strive to uphold our global motto of "Results are created by People".

Are you keen on joining a team that contributes to global success? Please go ahead and apply. Our People Department will take it from there. All the best!

Email CV's to: jobfsa@fibertex.com