

## 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 in the Gauteng region. Become a part of a broader unstoppable commercial team supporting different sectors of the business nationally and into Africa.

As a 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:**

#### Sales:

- Management of key accounts and smaller accounts for Gauteng region.
- Work with customer service to ensure submission of quotes, including follow-ups.
- Updating of sales quote tracker and Gauteng big awarded tender list for feedback at monthly sales meeting.
- Daily visits to key customers and clients, projects, engineers and office.
- Identifying and exploiting new market opportunities and products.
- Motivating resource allocations for any new opportunities.
- Developing effective relationships with new and current Key Account Customers.
- Monitoring competitor activity proactively.
- Presenting professional commercial proposals in writing to all customers.
- Ensuring all customer requirements and complaints are communicated appropriately and dealt with timeously
- Communicating regularly with Manager regarding status of sales etc.
- Ensuring that absolute stock is managed effectively and that obsolescence costs are minimized

#### Technical:

- Attendance of engineering conferences to build up network
- Technical meetings held with Engineering Consultants
- Planning and preparation to host presentations at engineering consultants as well as big contractors to build up relationship
- Research and report writing together with management for abstract submissions for conferences
- Schedule and planning of follow up meetings with consultants in order to get our products specified
- Product training for major customers (re-sellers)

### **Qualifications and Experience**

- Tertiary qualification in Civil Engineering / Environmental
- 3 – 5 Years proven work experience in a similar environment.
- Strong knowledge of geosynthetics and its applications would be advantageous.
- Established client network within civil engineering industry.

## Our ideal candidate

You are a self-starter/manager and is 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 Engineers, 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 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](mailto:jobfsa@fibertex.com)