



Shell Recruitment

jobs@shellrecruitment.co.za

External Sales Representative

With your HVAC technical knowledge, here is an opportunity to join a successful and well-known group that specialises in refrigeration and air-conditioning systems. We are recruiting for a dynamic External Sales Representative to join our client's East Rand team.

REQUIREMENTS:

- 3–5 years Technical Refrigeration and Air- Conditioning experience
- Proven sales experience
- Matric

COMPETENCIES:

- Ambition
- Dependability
- Innovation
- Integrity
- Outgoing
- Persistence
- Persuasion
- Planning

A-PLAYER CHARACTERISTICS:

- Take ownership
- Efficient & effective
- Problem Solver
- Organised
- Driven
- Team player

SKILLS AND KNOWLEDGE:

- Communication skills
- Detail checking
- Computer literate
- Willing to travel and sleep out
- Technical industry related background
- Ability to work independently without supervision
- SAP Experience advantageous

RESPONSIBILITIES:

- Keep up to date with and report on market trends
- Identify and prescribe products or services based on the customers' needs
- Promote current special
- Visit customers on a regular basis as per call cycle
- Cold call potential new customers

REPORTS:

- Reporting to the Branch Manager

To apply e-mail your CV to jobs@shellrecruitment.co.za using the reference: AIRMAN