Shell Recruitment

jobs@shellrecuitment.co.za

EXTERNAL TECHNICAL SALES REPRESENTATIVE
(OEM AIR TECHNOLOGY)

Our client, a leading manufacturer of air movement technology products, is recruiting for an experienced salesperson for their Gauteng branch. Here is an opportunity to create new customer business, while maintaining and building the company's existing customer relationships by providing innovative ideas and solutions.

As an External Technical Sales Representative, you will be responsible for driving sales growth by building and maintaining relationships with key clients, understanding their technical needs, and providing tailored solutions. You will act as a liaison between the company and customers, ensuring that they deliver exceptional service and value.

Key Responsibilities:

- Client Acquisition & Relationship Management: Identify and pursue new business opportunities. Build and nurture relationships with existing clients to understand their needs and provide solutions that enhance their operations.
- Technical Consultation: Provide expert advice and technical support to clients. Understand and articulate the technical aspects of our products and services, and how they can benefit the client.
- Sales Strategy Development: Develop and implement effective sales strategies and plans to achieve targets. Analyse market trends and customer requirements to adjust strategies accordingly.
- Product Knowledge: Maintain an in-depth understanding of our product portfolio and industry trends. Stay current with advancements and changes in technology to effectively communicate benefits to clients.
- Reporting & Documentation: Prepare and present sales reports, forecasts, and other relevant documentation. Maintain accurate records of client interactions and sales activities.
- Collaboration: Work closely with internal teams including marketing, product development, and customer support to ensure a seamless client experience and to address any issues that may arise

Qualifications:

- Experience: Proven track record in technical sales or a similar role, preferably within Air technology Products / HVAC & R Field.
- Technical Expertise: Strong understanding of technical concepts and the ability to explain complex information clearly. Experience with Fans, Drives and Electric motors (AC, DC & EC) is advantageous.
- Communication Skills: Excellent verbal and written communication skills. Ability to build rapport and communicate effectively with clients at all levels.
- Sales Skills: Demonstrated ability to achieve sales targets and build long-term client relationships. Strong negotiation and closing skills.
- Education: Grade 12 with associated Tertiary Sales & Marketing education, or equivalent experience.

Key Attributes:

- Excellent verbal and written communication abilities.
- Proficiency in Microsoft Office.
- Ability to work independently and as part of a team.
- Team Player: Ability to collaborate effectively with sales teams and other departments.
- Customer-Focused: Dedicated to providing excellent customer service and support.
- Adaptable: Can manage multiple tasks and changing priorities in a dynamic environment.
- Analytical: Capable of interpreting sales data and making data-driven decisions.
- Professional: Maintains a positive attitude and represents the company professionally in all interactions.

To apply email your CV to jobs@shellrecruitment.co.za using the reference: AIRSAL