



Airpower Pneumatics and Custom Solutions is a distribution agent for leading brands in pneumatics, hydraulics, instrumentation, and automation equipment. We have a well-established customer base, servicing customers across the Pharmaceutical, Packaging, Manufacturing, and Agriculture sector. We are seeking a technical sales engineer to cover the south east region.

Ideal Candidate

3 yrs. experience in a relevant industry

Full Driver's License

Good communication skills

Ability to be self-directed

Relevant third level qualification (an advantage not a requirement)

Duties of the Job

- Searching for new clients who could benefit from our products (within a designated region)
- Travelling to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Offering after-sales support services
- Preparing reports for head office
- Meeting regular sales targets
- Recording and maintaining client contact data
- Co-ordinating sales projects
- Making technical presentations and demonstrating how a product will meet client needs

- Providing pre-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts
- Solving client problems

Remuneration

Salary relevant to experience

Commission based incentive

Company car, phone & laptop