



In touch with customers. In touch with success.

WESTERN CAPE POSITION FIELD SALES ENGINEER

REQUIREMENTS

- Relevant qualification in the field of Process Instrumentation or Industrial Automation
- Minimum of 4 years practical industrial work experience in automation or process control instruments and have in depth knowledge of the industry
- Proficiency with PLC and network control systems, experience in co-ordinating and implementing projects will be an advantage
- Experience in sales is not a requirement but an advantage
- Process plant exposure is essential. Sales training will be provided

RESPONSIBILITIES SALES

- Make sales calls to customers and support of all products
- Customer product presentations
- Ensure knowledge of all products is at high level
- Assist with functions and trade shows
- Adhere to company strategies
- Prospect new customers / applications

CUSTOMER RELATIONSHIP MANAGEMENT

- Create appointments on the system
- Using the methods prescribed to maintain and update the system
- Do visit reports accurately
- Be punctual in completing reports and updating CRM system
- Maintain quotes
- Maintain NACE codes, potentials and call targets

ATTRIBUTES

- Committed and have innovative skills
- Self motivated
- Able to work with minimal supervision
- Set and achieve goals
- Good communication skills

COST TO COMPANY PACKAGE

- Basic salary
- Commission
- Medical aid
- Company car
- Business cellphone
- Petrol card
- Provident fund after successful completion of six months' probation period

FORWARD CVs TO

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Closing date for applications will be 31 March 2020

The starting date of employment is **ASAP** should conditions of your current Employment Contract permit.

ifm – close to you!