



Our customers will love you. We, too.



Shape your future at ifm!

Since the foundation in 1969 ifm has developed, produced and sold sensors, controllers and systems for industrial automation worldwide.

Your task

Working for the Gauteng Sales department you will be responsible for provision and transfer of information regarding products, applications, technical solutions and technology to our customers and colleagues. Your committed and goal-oriented approach to work and your knowledge on how to ideally implement the company's interests within the framework of your task, taking into account the customers' needs is paramount to success in this position.

The future with ifm electronic would mean working for a large international company with a leading and innovative product line of many years standing. An exciting future with Industry 4.0 at the forefront of our vision. Stay at the leading edge of technology.

Duties

- Telesales-Current and new client base
- Direct Marketing
- Technical assistance to customers and colleagues
- Look after and build Demo equipment as required
- Ensure knowledge of all products is at a high level
- Assist with functions and Trade Shows
- Updating CRM (Lotus Notes) and all other reporting that is required
- Setup individual strategies
- Training and presentations to staff
- Meet Assessment criteria
- Update and continuous setup-marketing material
- Update marketing client portfolio
- Monitor marketing results
- Continuous improvement
- Digital platform meetings and presentation
- Comply and adhere to all company policies

At our Sales Department in Gauteng we are looking for a

Tele Sales Engineer (m/f/d)

Your profile

Your profile is characterised by a diploma or higher, in the **Instrumentation fields**. You must have already gained industrial work experience in the field of automation or process control and have in depth knowledge of the industry. Experience in PLC programming and networking systems would be an advantage. Experience in sales is not a requirement but could be an advantage, similarly proficiency with MS Office products and Lotus Notes. Good understanding of the working of the social media platforms like Twitter, Facebook, LinkedIn.

You must have a likeable character and be conscious as regards to your presentation of yourself, with a professional attitude to all aspects of your life and career. Have the ability to present concepts in an understandable way to people via telephone. You should be committed and innovative, highly self-motivated to be able to work with minimal supervision, have ideas, want to set and achieve ambitious goals.

Area of responsibility: Sub Sahara Africa. Based at the Pretoria HQ

Starting date: 1 March 2021

Remuneration: Includes fixed salary, commission, bonus structure, non-contributory provident fund

Leave: 15 working days per annum growing to a maximum of 25 days according to company policy

Forward CVs to: Natalie Van Aswegen

natalie.vanaswegen@ifm.com

Closing date for applications: 19 January 2021

ifm electronic (Pty) LTD

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Apply now - we look forward to seeing you!

ifm – close to you!