



External Sales Representative

A vacancy exists for an External Sales Representative based at our Varispeed Cape Town branch to start ASAP.

Key areas of responsibility in this position include:

- Client liaising and sales
- Monitoring of sales targets and business objectives
- Preparation of technical quotations
- Proactively meeting external challenges
- Proactively specifying Varispeed products at end users

To qualify for this position, applicants must possess the following:

Knowledge

- Applicants should have a N4-6/S1-4 Electrical Engineering qualification or equivalent.
- Formal qualification in Sales or Marketing will be advantageous
- Minimum of 4 years sales experience and product knowledge of Variable Speed Drives, Electronic motor control and automation experience

Skills

- Must be technically competent with regards to motor starting with Digital Soft Starters and Variable Speed Drives.
- Must be able to read & understand electrical drawings, in order to analyse technical problems.
- Well-developed English language skills, especially in relation to oral and written communication.
- Well-developed basic arithmetic skills (add, subtract, multiply, divide, ratios and percentages) in order to prepare quotations and tenders, and monitor business targets and objectives.
- Computer literate and experience with Microsoft Office, Excel, Word and PowerPoint
- Experienced in training customers and excellent technical sales presentation skills with the ability to communicate with high end engineering customers.
- Strong negotiation skills
- Strong influencing skills to manage the sales process

Behavioural attributes

- Highly self-motivated and must have well-developed interpersonal skills in order to communicate and influence effectively with customers and co-workers and to develop co-operative relationships with all relevant internal and external stakeholders.
- A well structured individual who can plan, organise, and control the external sales function in order sell and support products and services profitably in line with customer requirements in order to achieve a high level of customer satisfaction.
- Must have well-developed analytical and creative thinking skills in order to develop appropriate solutions for client problems.
- An emotionally resilient individual with well-developed conflict handling skills in order to withstand pressure of work and to interact with sensitivity in conflict situations.

Application procedure:

Email your cv to: vacancies@varispeed.co.za