



Power Plant Electrical Technologies cc

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Sales Engineer

Outline of Job Responsibilities

Prepare and deliver technical presentations explaining products or services to customers and prospective customers. Confer with customers and **engineers** to assess equipment needs and to determine system **requirements**.

Assist clients solve problems with installed equipment.

Sell complex technological products or services to businesses. You must have extensive knowledge of the products' parts and functions and must understand the processes that make these products work.

Duties

- Prepare and deliver technical presentations explaining products or services to customers and prospective customers
- Confer with customers and engineers to assess equipment needs and to determine system requirements
- Collaborate with sales teams to understand customer requirements and provide sales support
- Secure and renew orders
- Plan and modify products to meet customer needs
- Help clients solve problems with installed equipment
- Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production
- Help in researching and developing new products

Specialize in technologically and scientifically advanced products. Use your technical skills to explain the benefits of their products or services to potential customers and to show how their products or services are better than their competitors' products.

Must interest the client in buying our products or services, negotiate a price, and complete the sale. Give technical presentations during which they explain the technical aspects of the product and how it will solve a specific customer problem.

In addition to giving technical presentations, doing other tasks related to sales, such as market research. Also ask for technical requirements from customers and modify and adjust products to meet customers' specific needs.

Work Environment:

Mining
Food and Beverage
Pulp and paper
Forestry
Iron and steel
Cement

Work Schedules

Prepare a call plan in advance, Time management, Travel 70% of the time, Self-motivated go getter.

Qualifications A bachelor's degree/ diploma in Electrical Engineering.

Experience

Previous sales experience together with technical experience within an Electrical environment of a minimum 5 years.

Important Qualities

Interpersonal skills. Strong interpersonal skills, both for building relationships with clients and effectively communicating with other members of the sales team.

Problem-solving skills. Must be able to listen to the customer's desires and concerns, and then recommend solutions, possibly including customizing a product.

Self-confidence. Should be confident and persuasive when making sales presentations.

Technological skills. Must have extensive knowledge of the technologically sophisticated products you sell in order to explain their advantages and answer questions.